International Commerce
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Education for world trade
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December 28, 1964
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Business Bulletins *from around the world*

CHILE—A 7,000-acre salt bed south of Iquique, Chile will be mined by a joint venture between Wells (Chile) Contratistas Mineros S.A. and Cia. de Punta de Lobos S.A.M. Plans call for annual production of 350,000 metric tons of salt, in contrast to Chile's total production of 47,800 metric tons in 1963. Preliminary studies indicate a domestic market of 60,000 tons and a foreign market of 60,000 and 100,000 tons in Brazil and Japan, respectively.

FRANCE—Bell Equipment Co., New York, establishes Bell International at Neuilly-sur-Seine, capitalized at $20,000.

Affiliated F. M. Insurance Co., Providence, forms Affiliated F. M. Insurance Co. France in Paris. Subsidiary to handle industrial fire insurance.

Supplementary 1964 budget bill to be submitted to Parliament before year-end to reduce budgetary deficit from $957 million to $171 million. Reduction made possible by increased tax receipts, government economies. Bill provides for $9-million repayment on debt to U.S. arising from Korean conflict.

Oct. retail price index 2.6% above Oct. 1963 level. General wholesale index up 0.9% over corresponding period of 1963.

1964 production of apples, peaches, pears, prunes, walnuts declined somewhat from previous year. Outlook for imports appears good after beginning of 1965.

GUATEMALA—Social security coverage in Guatemala City and the Department of Guatemala has been extended to motor vehicle transport firms employing one or two persons. This is the first extension of social security coverage to firms employing less than three employees, and in the Department of Guatemala includes maternity care as well as off-the-job accidents.

HONDURAS—Southern Cotton Cooperative inaugurates high speed cotton gin near San Lorenzo. The $250,000 mill built by Lummus Cotton Gin Co., Columbus, Ga., financed by Cook and Co. of Memphis, Tenn. With daily capacity of 230 to 250 bales, new gins' capacity is over that of two older mills belonging to Cooperative. New mill completed in time to gin first of 1964-65 crop, which present estimates put at between 45,000 to 50,000 bales, increase of at least 40% over 1963-64 crop.

ITALY—U.S. Steel Corporation and FINSIDER, Italian State steel group, signed agreement in New York for joint management of Deriver s.p.a. steel plant at Torre Annuniziata (Naples). U.S. Steel and Finsider hold capital stock on 50-50 basis.

JAPAN—Thirty-two American firms took part in U.S. Sporting Goods Show held at U.S. Trade Center in Tokyo. Sales made during show amounted to $962,350 with projected sales of $8,383,200 for coming 12 months reported by participating companies.

MEXICO—Plastic containers for industrial and commercial use to be manufactured by Plasticos Latino-Americanos, S.A. (with technical, financial assistance of Purex Corp. of Los Angeles and Phillips Petroleum Corp. of Bartlesville, Oklahoma); plastics processing by Campco de Mexico, S.A. de C. V. (affiliate of Chicago Molded Products Corp.); and surgical sutures will be manufactured in Mexico City by Cyanamid de Mexico, S.A. de C. V. (subsidiary of the American Cyanamid Corp.). Dupont, S.A. de C. V. will establish plants to manufacture herbicides in Durango, and mercurial disinfectants in Mexico City.

Vidriera Los Reyes, S.A. to invest $2 million in expanding its glassmaking facilities. Among other articles, 130 million bottles to be produced annually. Industrias Riojas, S.A. to invest $1 million in its plant in the State of Mexico to produce transistor radios, television sets (under license from the Sony Corp. of Japan). Celulosa de Chihuahua, S.A. Mexico's largest pulp mill, completes expansion program to produce 120,000 metric tons annually of sulphate pulp; and Benkert de Mexico y Cia., S. de R. L. to manufacture special papers for cigarette filters.

NETHERLANDS—Jan.-Oct. imports totaled $5.9 billion, 19% over like period 1963.

PHILIPPINES—Philippine National Economic Council, composed of cabinet members, business leaders, key Congressional figures, unanimously passed resolution recommending to President Macapagal that "it is neither necessary nor desirable, from the point of view of national interest, to encourage foreign investment to engage in industries pioneered by Filipino capital" and that the move by foreign capital to engage in the cement industry be deemed contrary to the national interest. NEC further noted that "foreign capital might be better channeled to areas requiring large capital outlays and where Filipino capital is shy." This ruling will have an as yet undetermined effect on two American firms which were planning to establish cement plants in the Philippines. Coming on top of the Retail Trade Nationalization Law controversy, "parity rights" dispute, lack of foreign investment law, and Government's recent decision to restudy sizable joint venture investment proposal to produce bananas for export, this ruling has further contributed to general deterioration of Philippine investment climate.

SOMALI REPUBLIC—The formation of the Somali-American Fishing Company has been given the green light by the Government of the Somali Republic. The company, a joint venture of the Somali Fishing Company and the Quincy Market Cold Storage and Warehouse Company of the United States, plans to be operating in the rich fishing grounds off the Somali Coast by autumn of 1965.

WEST AFRICA—World Bank and International Development Association will open West African Office in Abidjan, Ivory Coast to assist in the preparation of development projects. Initial activity will be confined to agricultural and transportation undertakings. Plans are underway for a similar office in East Africa.

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the cover

Once again we present a round-up of some of our favorite covers from Volume 70, of which this is the last installment. It is our sincere hope that every reader found information of value to his firm in many of the more than 2,000 pages that made up the contents of the issues reproduced on the cover.

We shall exert every effort to make Volume 71 the most profitable reading on your periodical list. Department of Commerce officials, the magazine staff, and our many very capable overseas correspondents are dedicated to that goal for 1965.

International Commerce

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The National Screw and Manufacturing Co. of Cleveland, Ohio, celebrated its 75th birthday this year.

Having reached this milestone, company officials understandably looked back down the road they had come. Then they set their eyes on the road ahead—and saw a new milestone.

National Screw began modestly with upholstery tacks and horseshoe nails, a few hundred pounds a day. Today it produces more than 40,000 different metal products—standard industrial fasteners, special fasteners, proprietary fasteners, cold-headed products, chains and hoists. It has seven production plants, 1800 employees in the U.S., a French subsidiary, a New York export office and sales offices or manufacturer's representatives in 27 U.S. cities and 18 foreign countries.

Last summer, testing industry reaction to plans for an industrial fasteners show at the U.S. Trade Center in Frankfurt, the Bureau of International Commerce consulted a number of manufacturers—including Earle A. Channer, president of National Screw.

The company had no experience with Trade Centers. But Channer saw the Frankfurt show as a chance to reach untapped markets, soon said "yes" to BIC's plans. He named F. W. (Bill) Lawrence, director of technical sales and research, to represent the company in Frankfurt.

Lawrence had never been abroad and knew nothing about Trade Centers. *International Commerce* asked him to take notes on his experiences as he went along. He agreed. This is his diary.

Dear diary: What is a Trade Center?

Sept. 8—I showed some new displays at the sales meeting today. Mr. Channer said, "Bill, I'm going to have you take that to Europe. Be sure to have it packed." Then he walked off and left me standing there with my mouth open.

Sept. 11—He said "Europe" again so I asked if he's serious. He is. Said he had a phone call, then a letter, from the Bureau of International Commerce in Washington. They're planning an industrial fasteners show Dec. 2-9 at the U.S. Trade Center in Frankfurt, Germany, and want to know if we're interested in showing our products. Mr. Channer gave me a folder called "U.S. Trade Centers Information Kit" to read over the week end. What are "U.S. Trade Centers?"

ONE BY ONE, F. W. (Bill) Lawrence checks off 23 cases of product samples, literature and display materials on National Screw's shipping dock in Cleveland before they—and he—start for Frankfurt.

Sept. 14—The Frankfurt thing sounds good. According to the kit, we'd pay to ship our exhibit. BIC would put it up, take it down, return-ship anything we didn't sell. They sent an Export Market Guide, too—but is this a market for us? With two plants in France, we know the Europeans already make good standard fasteners themselves. Anyway, we have no agent over there.

Sept. 16—We signed for the Frankfurt show today. Told BIC we'd send our proprietary products—Flex Head Screws, Place Bolts, Hy-Clamp fastener, things like our Jo-Bolt blind locking fastener that went with the Ranger moon shot. I go, too—stopping along the way to look for customers and visit our French subsidiary.

Oct. 7—Paperwork—but it's not too bad and so far no hitches. Because we have no agent in Germany, BIC offered to line up several reliable distributors over there, and a man from Commerce's Cleveland Field Office came around to ask about our requirements. BIC's New York shipping office sent full instructions for shipping—costs, insurance, export documents. We're to deliver dockside in New York on the 21st. From Cleveland, things seem to be going smoothly but I can't help thinking there'll be trouble setting up the display in Frankfurt.

Oct. 18—Had to call BIC's New York

shipping office and say we can't get everything together in time to meet the shipping deadline. John Donza and his crew there were very co-operative and have given us another date. We're to deliver on the 29th, ship on the 30th on the S.S. American Scout to Bremen. Looks like we'll have about two dozen cases of material—product samples, display materials and literature.

Nov. 10—Our shipment is well on the way. I leave Friday for New York, London, Birmingham, Glasgow, Paris, Metz, Luxembourg, Duesseldorf, Nuremberg, Stuttgart—and Frankfurt. Friday will be the 13th.

Nov. 29—Frankfurt. The view of the countryside from the air was magnificent, pine-covered hills and small villages in all directions. Went to bed early after a dinner of pigsknuckle and beer in Sachsenhausen, the old town across the Main River from Frankfurt proper.

Nov. 30—Woke up to an enchanted city covered with the first snowfall of winter. Enchantment vanished when I got caught in a roaring traffic snarl, aggravated by snow and detours around excavations for a new subway system. Finally got to the Trade Center in the middle of town, next to the old Opera House. Met the Trade Center Exhibits Officer, Ken Dyer, and his staff. Went over plans for my booth, found things already pretty well in hand. Helped set up the booth, which was fairly easy since all of my exhibit materials were already here. Should be ready to go on opening day.

Dec. 1—Met Ed Becker, the Trade Center Director, and his Promotion Officer, Mario De Capua. Attended a briefing session with other exhibitors, found that a lot of advance show staging and publicity had been done. Got together in the afternoon with Dan Magner, Bob Clark and Ed Becker for a talk about our products and how to find an agent. Dan directed market research for the show and Bob handles publicity. Told Ed I was looking for agents in several European countries.

Dec. 2—What a day! The show opened at 9 o'clock. Press conference at 11 was well attended. Technical questions were fielded by Dr. Habisreitinger of the market research firm. Not too many visitors during the day but met a lot of German businessmen at the reception this evening.

Dec. 4—Too busy and tired to make notes yesterday. Attended a reception for exhibitors at the home of Henry Ford, the American Consul General here. Talked to three or four interesting prospects from Denmark.

Dec. 5—No time to rest even though it's Saturday. Haven't had a chance to go Christmas shopping, and the Center is open tomorrow, too. The Germans seem to like to go to fairs and shows on week ends.

Dec. 7—Lots of visitors still coming in. Six engineers from Daimler-Benz and Opel were in today. Talked to some more agency prospects. Think I have one sale for $5,000 to a small jobbing firm about clinched.

Dec. 8—Have just about decided on an agent in Europe.

Dec. 9—Show closed today and I'll be home day after tomorrow. Thank heaven. I'm pooped—but I've got a sale in hand and I think there's great potential in the European market for many of our products. Our biggest problem is being able to furnish threaded parts to the metric system. I hope our French plant will be tooled to solve this one. There are many companies in Europe today that could use many of the advanced mechanical fasteners now available to U.S. manufacturing.

Dec. 16—It's my third day back in the Cleveland office and already I've got a desk full of enquiries as a result of the Frankfurt show and visiting the French plant. I'd say we certainly can look to the start of a lot more export business. A BIC man asked if I would recommend Trade Center shows to other manufacturers. Absolutely. It was one of the greatest experiences I ever had.

DOCKSIDE IN NEW YORK, National Screw's district sales manager, John G. Stockly, reassures himself that the Frankfurt cargo is ship-shape before it goes aboard the American Scout, berthed behind him.

ROBERTS IS READY in Frankfurt. Above, he makes a last-minute check of National Screw equipment, display materials with (left to right) Dan Magner, show's market research specialist; Bob Clark, publicity man, and Trade Center Director E. F. Becker. Below, left, crowd of visitors gathers for a tour of the exhibits. Roberts described the Frankfurt venture as "one of the greatest experiences I ever had," recommended such shows to others.

BACK IN CLEVELAND, where National Screw has home offices, Julius Meding is among workers who stay busy manufacturing specialty products with which company anticipates building up exports.

Frankfurt Center's show of fasteners attracts engineers

Engineers in the Federal Republic of Germany knew that United States manufacturers produce an extensive line of advanced mechanical fasteners. They had been introduced to these products on visits to the U.S. and through locally licensed military production.

Germany, like any highly industrialized country, is a large user of fasteners. But minimum emphasis has been placed on the advanced and sophisticated types known in the U.S.

The object of the Advanced Mechanical Fasteners and Techniques Show at the U.S. Trade Center in Frankfurt Dec. 2-9 was to display a representative line of such products to a wide range of users and potential users.

Thirty-eight U.S. firms took part. Exhibitors reported sales totaling $125,515 on the floor and estimated that sales generated by the show would exceed $4.5 million in the next 12 months.

Although the number of visitors—865—did not match the crowds attracted to less specialized shows at the Frankfurt Trade Center, exhibitors said the production brought important and knowledgeable engineers and technicians who were actively and solely interested in the products on display.

Top left—German aircraft engineers listen to W. K. Lear, European representative of the Shur-Lok Corp., Santa Ana, Cal., describe firm's products at Frankfurt Trade Center exhibit Dec. 2-9.

Above—Workmen bring up a special crane to unload six-ton Raycarl Header in front of Trade Center. Waterbury-Farrel of Cheshire, Conn., sent it to display at mechanical fasteners show.

Below—Warren Marshall (left) of Hi-Shear Corp., Torrance, Cal., talks with I. A. Titgemeyer (right), leading German importer of fasteners. Show brought in scores of engineers and technicians.

Money for the asking

AID loans help U.S. firms pay local currency costs of overseas expansion projects

By ARTHUR McDERMOTT

Staff Writer

Over the past two-and-a-half years, U.S. firms and their foreign affiliates have received the equivalent of more than $121 million through 110 foreign currency loans under AID's Cooley Loan Program, which is designed to help expand the scope of their overseas operations.

The program has provided U.S. businessmen and their allies with the equivalent of $213 million since it was inaugurated as part of the Food for Peace Law of 1954.

Parsons and Whittemore report that a Cooley Loan of $4 million worth of Indian rupees "was of enormous assistance in establishing a firm financial basis for this project (a $12 million pulp and paper mill) without delay and contributed markedly to its early completion and successful operation."

Intercontinental Hotels has found the program "an important and valuable tool in the financing of hotel projects. In the case of our Dacca, Karachi and other Pakistan projects in particular the filling of the finance gap might otherwise have been impossible." Intercontinental is negotiating similar agreements to build hotels in Lahore and Rawalpindi, and plans further use of the program in financing construction of hotels in Egypt, West Africa, and other sites.

The Singer Company, a number of whose subsidiaries have received Cooley Loans, says the "program has provided most welcome and beneficial aid, particularly to a company of truly international proportions."

Chrysler Corporation got the equivalent of $3,875,000 to help build a truck assembly plant in Turkey, and were so impressed they applied for further loans to aid operations in the Philippines, Greece, and Peru.

Wyeth International, a subsidiary of American Home Products, has received the equivalent of $3 million for projects in Turkey, Pakistan, the Philippines, India, and Peru, and has two more applications for $800,000 pending.

But, enough of the testimonials, what precisely are these Cooley Loans and how do you go about getting one?

From food sales

The Food for Peace Law (Public Law 480 of 1954) provides that up to 25% of the foreign currencies received in payment for surplus U.S. agricultural products sold abroad may be set aside for loans to:

(1) U.S. firms or their branches, subsidiaries or affiliates for business development and trade expansion in these countries, or

(2) Either U.S. or local firms for projects which would expand overseas markets for U.S. agricultural products.

The program is named for Congressman Harold D. Cooley of North Carolina, who sponsored the loan amendment to PL480.

The loans are generally used to finance acquisition of land and other locally obtainable fixed assets, construction cost of plant, machinery installation costs, duties on imported equipment, industrial training, pre-operation expenses and starting costs, including operating deficits in early years.

Prohibited uses

They cannot be used for the manufacture of products which would be exported to the U.S. in competition with U.S. products, or to produce commodities which would compete with U.S. agricultural goods on the world market.

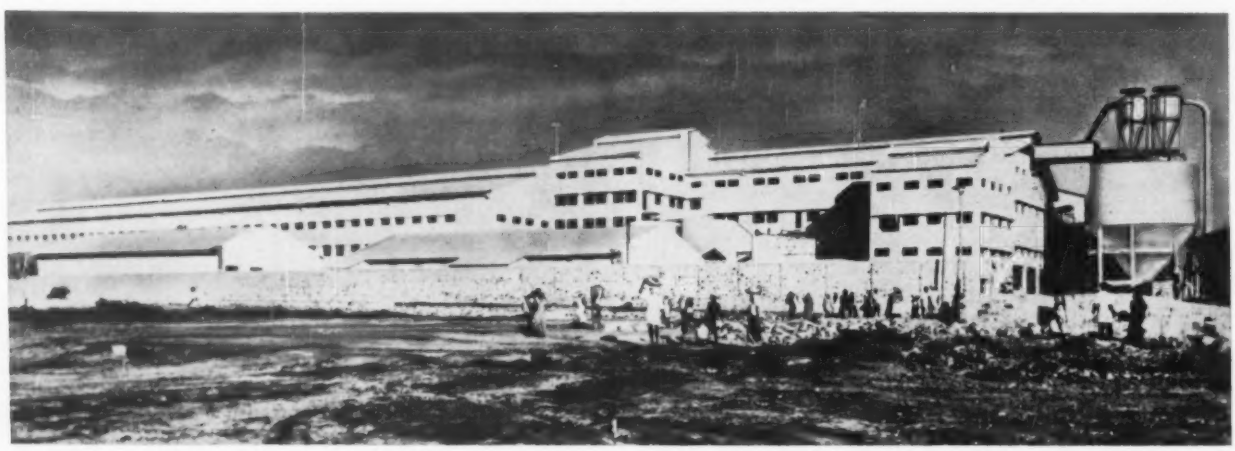
Finally, borrowers are forbidden to purchase foreign exchange with Cooley Loan funds.

Because the demand for certain Cooley Funds sometimes exceeds the supply, AID has established administrative norms to favor applicants whose projects have the highest priorities in terms of the foreign country's economic needs.

Hence, when the demand exceeds the supply, the Cooley Funds allocated to certain applications may be limited solely to the acquisition of fixed assets. Where excess Cooley Funds exist, working capital requirements of the project are often made available.

While the majority of the "Cooley Fund" loans extended to industry are specifically for acquisition of fixed assets, either for new plants or expansion of old ones, it is interesting to note that of the total number of Cooley loans to date, 22

A COOLEY LOAN provided the equivalent of $4 million in Indian rupees to help a Parsons and Whittemore affiliate build this integrated pulp and paper mill.



loans representing the equivalent of more than $16 million were exclusively for working capital. There is an urgent need for working capital loans in certain countries where short-term working capital is either non-existent or so costly that a profitable operation is almost impossible.

At last report, AID had the equivalent of $111 million in the currencies of 22 countries available for loans to U.S. firms trying to expand their overseas operations. Funds revert to the U.S. Treasury if there is no demand for them within three years.

For loan purposes, an organization is considered a U.S. business firm if it is controlled by U.S. citizens. Applicants are considered affiliates if a U.S. firm has the power to exercise a significant influence on its policy and operations. If the U.S. firm owns less than a majority interest, its other commercial and operating ties with the applicant will determine if such power exists.

The number of loans approved each year since AID took over the program from the Eximbank in January 1962 has been remarkably constant: 22 in the second half of fiscal 1962; 43 in fiscal 1963; and 45 during fiscal 1964.

The Near East-South Asia area has dominated the attention of Cooley Loan applicants, with 79 of the 110 loans approved in the past two-and-a-half fiscal years having been earmarked for that area. On the other hand, only one Cooley Loan has been granted to a project in Africa; the equivalent of $450,000 for a petrochemical project undertaken by the Sudanese Chemical Industries, an affiliate of McKesson and Robbins.

Anyone can participate

Company size is no concern. Loans have been limited only by the amount of funds available, with the largest to date having been for the equivalent of $22.6 million in Indian rupees to help Coromandel Fertilizers of India build a fertilizer plant.

No minimum loan size has been set either, but the administrative costs of processing an application, make it unlikely that any future loans will be for much less than the $8,000 lent to Joya Inter-Associates of Taiwan for a popcorn-making venture.

The interest rates charged cannot be less than the host government's development bank charges its own nationals. Rates have varied from 4% on a loan to a Colombian affiliate of the U.S. firm, World Homes Inc., to 12% on several projects in Taiwan.

The repayment terms are usually related to the purpose of the financing.

WYETH-SUACO LABORATORIES, a subsidiary of American Home Products Corporation, manufactures a complete pharmaceutical line at this Manila plant, financed by 2 Cooley Loans worth over $866,000.

They have run from 3 years for a loan aiding construction of a bevel gear plant in India to 20 years on the loan to help Intercontinental Hotels build their Karachi Hotel. The average is 9 years for repayment, with a 2½ year grace period.

The first step

The first formal step in obtaining a "Cooley Fund" loan consists of filing an application with the appropriate regional bureau of AID, in Washington. Applications for loans should go either to the AID Mission in the country involved (care of the U.S. Embassy) or to the appropriate Washington Regional Bureau of AID. There are four such Regional Bureaus: Africa, Latin America, Near East-South Asia, and Far East, all located in Washington D.C., 20523. There is no special application form, but AID has published a "Guide to Preparation of an Application for Cooley Loan Financing" which is obtainable on inquiry.

In general, the application should include name of applicant, name of U.S. affiliate, amount required, repayment period and a brief description of the general purposes for which the loan is sought.

Required financial data includes applicant's existing capitalization and additional capital needed to complete the project.

If the project is already in operation, then things become a bit more complex. A current balance sheet and balance sheets for the prior three years must be submitted, including statement of current surplus, profit and loss statements for the past five years, a statement of sources and uses of all funds, current cash flow statements, pro-forma balance sheets and estimated cash flow for future years' operations until the operation becomes fully developed.

The names of applicant's banks are also required, along with names of principal owners and percentage of ownership held by such owners, brief biographical sketches of the principal owners, directors, officers and key personnel of applicant indicating the extent of their experience and qualifications and other pertinent information.

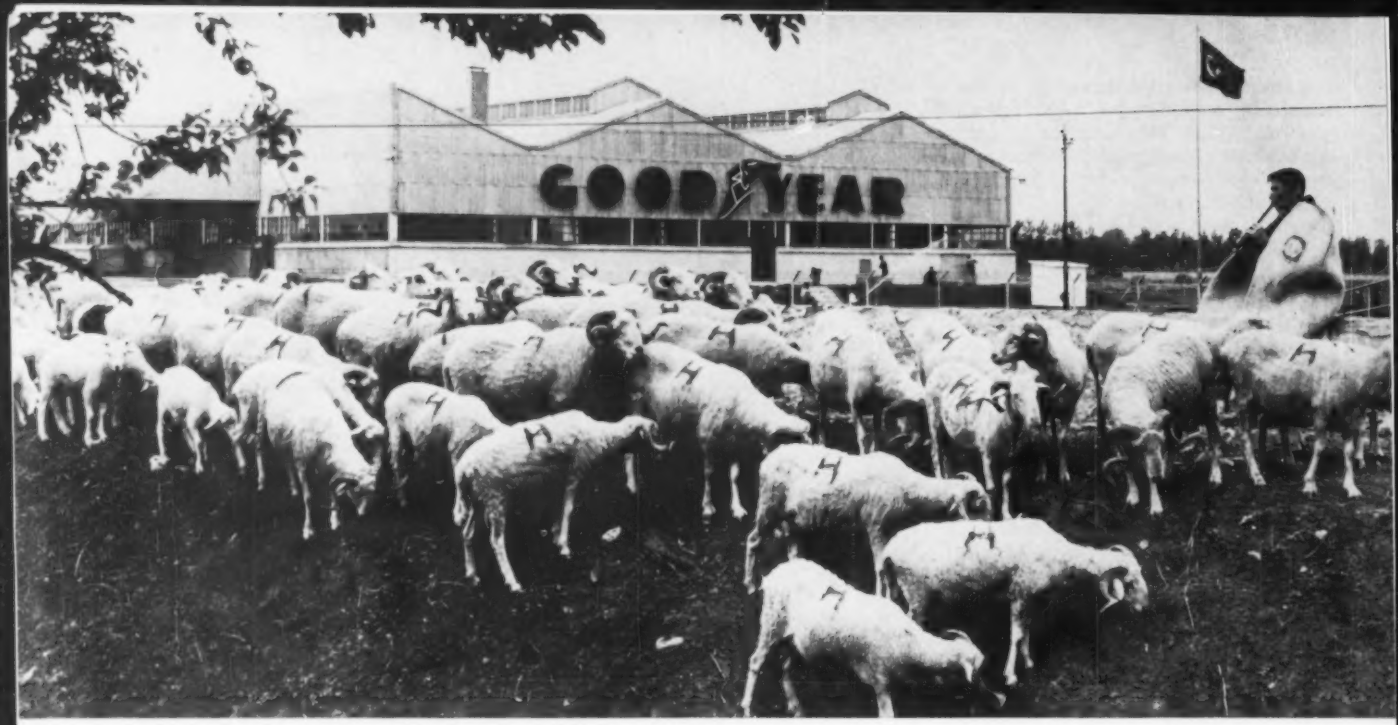
Some loan recipients have criticized the length of time that elapsed between submission of the application to receipt of the Cooley funds. AID has beefed up the number of personnel handling the Cooley Loan Program in an effort to expedite the whole process. AID officials now estimate that it takes an average of six months to completely process a loan request.

To offset the time delay in obtaining Cooley funds, many firms have begun projects with minimum capital funds or local short-term bank loans after obtaining a letter of non-prejudice from AID. This letter permits the project to start before the loan application is approved, and permits the borrower to reimburse himself from the loan to repay local currency advances and local currency bank loans. American Home Products used this technique on each of the six Cooley Loans its subsidiaries have received to date, enabling the projects to get underway long before the Cooley funds were available.

Yugoslav railway projects open to international bids

The World Bank has loaned Yugoslavia the equivalent of $70 million to modernize and improve its railways. The loan will help finance electrification and installation of a modern signaling system on three main lines vital for domestic and international freight traffic, and the construction and improvement of six main marshalling yards.

The purchase of all the equipment for electrification, signaling and telecommunications and some specialized equipment for the marshalling yards and the award of most of the contracts for installation, as well as for earthworks at the Belgrade marshalling yard, will be on the basis of international competitive bidding.



THE SHEEP'S IN THE MEADOW, and Goodyear Tire & Rubber is in this Izmit, Turkey, plant in farm area which is being industrialized with U.S. aid funds.

GLOBAL EFFORT, SUPPLE STRATEGY

Sells one-third abroad

Tire and rubber company evolves from humble origins into multinational enterprise

By STANLEY LICHTENSTEIN
Staff Writer

In the vast laboratories of the world's largest tire and rubber company, many are called, few are chosen.

Goodyear candidates for international competition must pass tests far more rigorous than those faced by Olympic athletes or aspirants to high public office.

Take G-8, for instance. Not handsome by ordinary standards—in fact, round-shouldered—this tire was developed to run more quietly and hold better on cobblestones and across trolley rails than tires with straighter shoulders. The signal for its creation had been given by Goodyear's marketing arm in Europe, reporting a definite need for such a tire on Continental streets and thoroughfares.

The new design not only met the need, company officials observe, but provided a tire that was quieter on turns, held the road better "and had an attractively different appearance." They add:

"As soon as it became apparent that this new G-8 tire had passed the consumer tests in Europe, it was tried out on the motorists in Australia and South Africa. Within months of its introduction in the southern hemisphere, the G-8 tire had revolutionized consumer demand in those markets. In short, the solution of a problem peculiar to Europe provided the answer to previously unrecognized yearnings of consumers half a world away."

Much ventured, much gained

Triumphs like this help to explain why Goodyear Tire & Rubber currently makes about one-third of its annual $2 billion worth of sales outside the United States. Roughly the same proportion of corporate profits comes from the international field.

The 66-year-old company has come a long way from the rubber poker chips, horseshoe pads and carriage tires with which it led off in East Akron, Ohio, in 1898. Today, on the site of the original building—a $13,500 abandoned strawboard works—stands the general headquarters for a pioneering multinational, American-based corporation making and selling everything from rubber bands to industrial brakes for huge suspension bridges.

Looking forward to a record-breaking expansion rate for this decade, Richard V. Thomas, Goodyear International Corp. president, cites five developments of the '50s and '60s as underlying factors:

► A booming world economy embracing areas previously unblessed by such high rates of growth.

► New buying populations created by economic, political and educational upsurges in mid-Africa, Asia, Latin America and elsewhere.

► A thorough change in consumer demands in developed countries where people are feeling "a rush of discretionary buying power such as the United States has been enjoying for half a century."

► Integration of markets in both developed and developing areas. Examples:

common markets in Europe, Central and South America; numerous international associations such as the Association of Southeast Asia and the embryonic African common market; and trade agreements among some Arab nations.

► The world-wide automobile-population explosion.

Keeping up

In the light of these dynamisms, Goodyear constantly surveys markets to check trends and uncover opportunities. Special programs, backed by necessary financing, are developed to keep the company growing as fast or faster than world demand.

Close to half of annual capital expenditures—averaging $100 million a year—have been devoted in recent years to projects outside the United States.

France, India, Turkey and Italy have seen Goodyear tire factories established within their borders since 1959, along with the company's first overseas chemical factory, which began production in France in 1963. One of West Germany's major tire plants, Gummiwerke Fulda (a few miles from the East German border), was purchased by Goodyear in 1962.

Expansion of existing facilities is illustrated by the jump from 500 tires a day in 1951 to more than 7,000 a day in 1964, produced at Goodyear's first European plant in Luxembourg.

Hand-in-glove with this expansion of production facilities is the similar accelerated investment in marketing and distribution facilities. In Australia alone, Goodyear now has some 100 retail outlets. More are planned for 1965 in Australia and other countries as well.

Mapping their world marketing strategy, leaders of the firm work for development of a "total" effort that is at the same time individually oriented to each market. There are 44 Goodyear manufacturing installations in 32 countries outside the United States, and sales representation for the company in every country of the free world. This amounts to complete world coverage except for Iron Curtain countries.

A complete marketing formula is applied in each country at the source through market and opinion research in the area. Products suitable to each—like the round-shouldered tire in Europe—must be developed, produced and sold in the right time and place.

Trucks loaded with pre-weighed and packaged meats, cheeses, fruits and vegetables for the supermarkets of the world not only roll frequently on Goodyear tires—the goods themselves are likely to be wrapped in Vitafilm, Pliofilm, Vinylfilm, Pliohyde, Triform and other Goodyear-created coverings. The march of science in this field has given a side benefit to retailers, for the clean, shiny look lent by such wrappings to food items makes shoppers less likely to pinch the merchandise as a freshness test!

Demand for packaging films has grown fast and in many parts of the European market at the same time. Goodyear, hard-pressed at first to produce the films in the necessary volume, began by shipping them from the United States. Now, film-producing machinery has been installed in company facilities at Wolverhampton, England, and Fulda, West Germany—partly spurred by prohibitive duties and shipping costs. The move to Europe also provides an escape from complicated production arrangements dictated by division of the Continent into distinct marketing areas under the European Economic Community and the European Free Trade Association.

Carry on!

Wars, depressions, inflation and similar ills have not seriously slowed Goodyear's world growth.

Developments like the recent devaluation in Brazil and Argentina have forced the parent company to write off millions of dollars for several successive years, but the prevailing attitude, as expressed by a company executive, is:

"If we want to participate in the eventual economic successes of these countries, we have to be prepared to suffer some of their difficulties with them and help them solve their problems."

Brussels office

Since coordination of production, distribution and marketing projects cuts across national boundaries, Goodyear International has established a regional office in Brussels, directed by a regional vice president. In this office are regional managers for purchasing, distribution, marketing and advertising. Their job is to coordinate the international affairs of the individual companies in each national market. In this way, each company can specialize in catering to the customers it serves.

In Italy, France and the Benelux countries, Goodyear companies have their own factories but may draw some supplies and products from plants in other EEC coun-

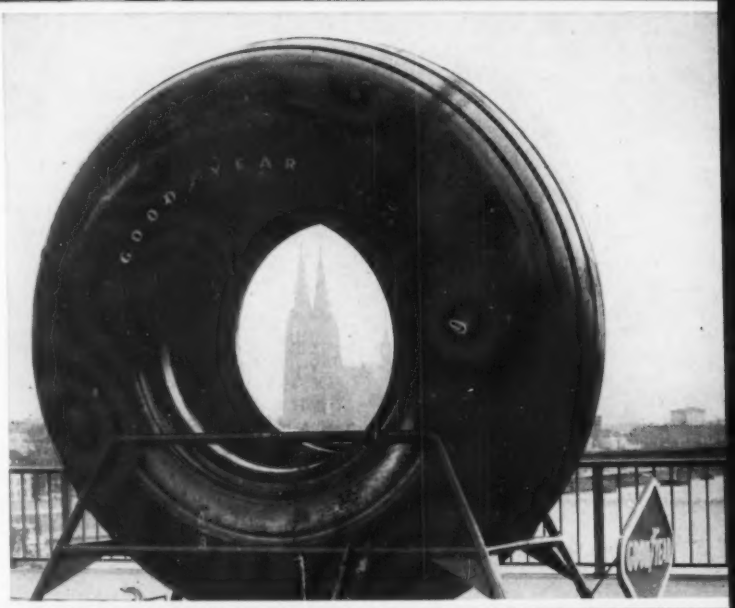
RECRUITED AND TRAINED in 1961, when Goodyear-India plant started up, this technician (right) is on quality-control staff whose number is legion.

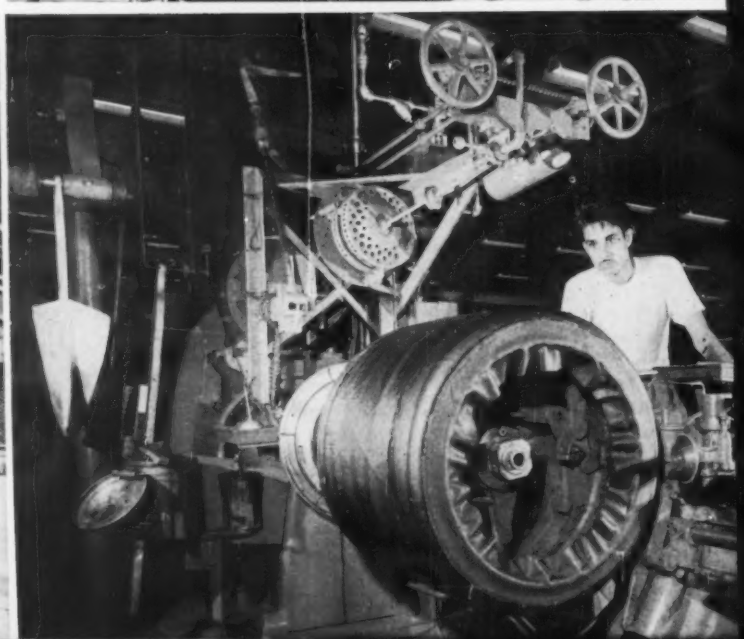
Let 'em roll!

Past the Palais Grand Ducal (above), residence of Luxembourg's Grand Duke Jean and Grand Duchess Josephine Charlotte, rides a Goodyear test vehicle, equipped for precise measurement of mileage and typifying test cars which the company keeps operating 24 hours a day throughout Europe.

World's largest tire (right) frames historic Frankfurt cathedral as truck carries the tire to Deutsche Goodyear exhibit at the International Automobile Show. The firm puts across its "corporate personality" through advertising and public relations activities radiating from Akron, Ohio, to all parts of the earth.

While worker in Turkey (below, left) pulls one of the first tires from the mold at Izmit factory, another worker (right), a former farm hand in India's Punjab area, conducts a tire-building operation at the start-up of Goodyear factory there.





tries, the United States or other Goodyear facilities in England and Sweden.

This sort of interchange can increase as Common Market internal tariff-cutting progresses, resulting in benefits to Goodyear consumers derived from lower unit costs inherent in longer production runs of items needed in a number of markets.

With the planned disappearance (target date: 1967) of Common Market tariffs which are currently at about 20% of pre-EEC levels, production throughout Goodyear's world operation will be specialized to achieve maximum economy. The principles will be the same as those which determined, for example, that in the United States Topeka would be Goodyear's site for manufacture of farm and truck tires.

Transition

Major adaptations of long-standing policies have been required for the change-over from national to multinational business concepts. To invade the European tire market, Goodyear has had to establish facilities comparable to those of dominant, old-time European companies. In the last five years the constant need for research and development prompted the U.S. firm to build, equip and staff a complete technical center at its Luxembourg factory.

Goodyear's Technical Center-Europe operates independently of the factory organization and serves the whole region. It has a fleet of cars and trucks running 24-hour-a-day tests all over Europe. It has test circles and skid tracks made of various paving materials for evaluating tire designs and compounds. It has a battery of tire-testing machines and a physical and organic chemistry laboratory. By mid-1965, when major work is to be completed, Goodyear expects this center to be among the Continent's largest and best-equipped.

Modernization

Modernization has also been dictated by such contemporary phenomena as advances in communications and increased mobility of people. Describing the development of a "One Look" world advertising program, an official remarks:

"It will no longer do for one Goodyear company to use a flag as a trademark and another, just a mountain-range away, to use a diamond, for example. . . . Firm control is needed to keep them all producing trademarks in the same colors."

Akron and Brussels together administer the prototype advertising program. The theme-song is "local initiative," "control," "flexibility"—all combined.

The goals are not only better advertising and identification, but also free interchange at the top. A good idea applied in one market may be transferable to another. Example: "A sprightly talking tire known to British TV fans is now speaking his piece in Spanish and Portuguese to the delight of Brazilian and Mexican audiences."

Materials, advice, criticisms and encouragement are constantly provided by the headquarters staff to the native-born personnel who in most countries are responsible for Goodyear's public relations program.

Johnny-on-the-spot

Milestones in Goodyear's expansion abroad include:

- 1910—first foreign manufacturing facility established at Bowmanville, Canada, making Great Britain and the rest of the empire more accessible to Goodyear products.
- 1912—with overseas sales amounting to $111,000, an office is opened in London.
- 1915—sales branches open in Australia, South Africa and Argentina.
- 1927—first Goodyear plants outside North America open in Australia and England.
- Late 1950's—Goodyear International Corp. is formed to direct all phases of international operations including manufacturing, sales, development and finance.
- Since 1960—plants are built in India, Turkey and southern Italy, all areas that are in process of development.
- 1964—president of the international company becomes executive vice president of parent company and three vice presidents are named in the international company, responsible for sales, manufacturing and operations.

Retailing

The public relations program has a twin in Goodyear's world-wide drive to upgrade the retailing of its products.

Overseas dealers today often use tire-retailing methods which were current in the United States of the 1920's. They operate from small shops without facilities for changing tires. They prefer to have the customer pay cash, and carry off the tires for mounting somewhere else. If mounting is unavoidable, they do it at the curb with hand tools.

Goodyear is out to change all this, recognizing that this pattern cannot survive rising prosperity and competition.

According to circumstance, the company uses various techniques, ranging from persuasion and encouragement of progressive independent dealers to establishment of company-owned stores and retread facilities.

Service is the credo of these store managers. They translate the concept into such things as ample parking space for customers and ample room for tire mounting and repairing, wheel alignment, and installation of mufflers and shock absorbers.

A third line of development involves programs to assure growing volume for the expanding factory organization.

Arrangements are made with vehicle manufacturers—both U.S.-based and foreign—for installing Goodyear tires on new vehicles. Other arrangements are made with petroleum companies for distributing Goodyear products through their service stations.

Underlying all the efforts of Goodyear International is the knowledge that prosperity brings changes in consumer wants. Progressive companies must anticipate and even lead such changes.

In 65 years, beginning with a rather casual sale of some tires and tubes to England and France in 1899, the Akron-based firm has come to look upon international trade as something more than a means of siphoning off excess domestic production. Today, for Goodyear, the multinational route is a principal artery carrying the organization's life-blood.

TEST TRACT at foot of Ardennes Mountain near Colmar-Berg, Luxembourg, is part of growing development facility for tires selling in Europe.

Overlooked by exporter

Firms associated for export only are given limited exemptions from antitrust laws

By VINCENT TRAVAGLINI
Bureau of International Commerce

Manufacturers and exporters are taking a fresh look at an export incentive measure approved by Congress almost 50 years ago—the Webb-Pomerene Export Trade Act of 1918, subtitled An Act to Promote Export Trade.

Basically the Act provides qualified exemptions for export trade associations from the prohibitions of the Sherman Antitrust Act of 1890 and the Federal Trade Commission and Clayton Acts of 1914. This limited exemption from the antitrust laws is conditioned by safeguards to domestic business competition, and there must be no restraint of the exports of any domestic competitor.

One of the important purposes of the Act was to facilitate exporting by smaller companies. In general, a Webb-Pomerene association may act as the export sales agent of the members, arrange transportation for the goods of the members, agree upon prices and terms of trade for sale of the members' merchandise abroad, and arrange for distribution of the products in foreign markets.

Many exporters are unaware of the cost-cutting advantages offered by membership in such associations.

Association export activity

With the registration of five groups over the past year, there are at present 33 registered export associations with 320 member companies. Five others ceased activities in the same period. Existing associations are merchandising a variety of products in foreign commerce ranging from mechanical pencils to railroad cars.

Since inception of the Act, about 230 associations have been organized and well over 4,000 member companies have utilized the Act's permissive exemptions. The largest association formed to date consisted of some 277 members, although associations have been organized with as little as two members.

Webb-Pomerene associations account for about $1 billion of U.S. exports annually, or about 4.5% of the total U.S. export volume of $23 billion in 1963. The present percentage of total U.S. exports assisted by Webb-Pomerene associations compares with 2% in 1920 and a high of 17.5% in 1930. Generally, activity is centered in a few large groups and the six leading associations are responsible for about 70% of the $1 billion reported by all associations. The accompanying table indicates the contribution of export associations to the overall U.S. trade picture in the past 17 years.

How much of total exports currently reported can be ascribed directly to the influence of the Export Trade Act is not known. In the early years of the Act and through the thirties it was customary for associations to participate strongly in marketing operations. Today, however, a large percentage of the associations perform functions which, though related to the sales of their members' products abroad, do not necessarily represent actual buying or selling for exportation by the association.

For example, only 20% of the current associations actually ship the product and fix the price and terms and conditions of sales of their members' products abroad. About 80% of the associations perform a variety of other functions such as developing new markets, maintaining trademarks, collection of marketing information, handling and remission of funds, and dissemination of statistical matter.

Although these functions relate indirectly to exportation of the product, they do not include those primary functions necessary to consummation of a sale to a foreign buyer. In these terms, the importance of export trade associations to total U.S. exports would appear to be less today than formerly and perhaps considerably less than indicated by the figures annually reported.

Diversity in size

There is a wide diversity in firm size among the members of the associations. Some are dominated by large manufacturers, others are composed of small business units, and still others are a combination of both large and small producers. Experience indicates that the successful export associations generally restrict themselves to a single commodity or group of related commodites.

Also, operations are most apt to succeed if the industry is one in which a limited number of producers account for the major proportion of production, and these leading producers are association members. Associations formed to handle a diversified line of noncompeting products soon decided that joint export operations were not suitable for exploitation of unrelated goods.

Although firms representing the widest range of industry have been included in export associations at one time or another, those groups which have survived longest tend to be associated with a few specific and fairly homogeneous products. Foodstuffs (especially grains and flour, milk, dried fruit, and vegetable oil), certain mineral products, wood and paper products, motion pictures, and electrical equipment have been favorites.

Some associations have handled goods that are normally branded or trademarked, but manufacturers have generally been unwilling to risk the substitution of a common association label or trademark for their own particular brands. It would appear that highly specialized and well-known branded products generally are able and prefer to "go it alone." A notable exception is the machine tool associations, which were organized chiefly to provide technical assistance and credit in markets too small to support separate facilities for each exporter; but even in this instance the goods are marketed under member's individual brand names.

Forming an export association

Legal formalities for setting up a Webb-Pomerene association are simple. The Act requires only that the association file with the Federal Trade Commission within 30 days after its organization:

- A verified written statement setting forth the location of its offices or places of business;
- Names and addresses of all its officers, stockholders, and members;
- If incorporated, a copy of the certificate or articles of incorporation and by-laws; or if unincorporated, a copy of the articles or contract of association.

The Act also requires associations to file on the first of January every year a statement incorporating any changes in the above information which may have occurred during the calendar year. No other regular reports are required for registration, though the Federal Trade

Commission which administers the Act, may, from time to time, require information from the association concerning its organization, business conduct, practices, management, and relation to other associations, corporations, partnerships and individuals.

If the Commission has reason to believe that the law has been violated, it investigates and then makes recommendations for readjustment of the association's business. Should an association fail to comply with the recommendations, the Commission refers the matter to the Attorney General for appropriate action.

Ordinarily an export association is formed at a meeting of representatives of the industry involved, and in some instances all producers interested in export have been invited to join. Some associations therefore represent a large percentage of an industry or a large proportion of the export commodity to be sold, but this is not always true. Also there may be more than one association within an industry.

No exporter seeking membership in an association is known to have been refused although memberships in some instances are limited. When the Act was passed, the fear was expressed that an exporter would have to turn over all of his existing business to an association on joining. This has not proved true, however, since members of some associations have continued their independent efforts outside of the association. Such independence tends to weaken the association and raise objections by other members.

In most instances the associations follow the lines of cooperative organization —that is, they usually operate on a nonprofit or expense basis. If the association is incorporated, stock may be divided with reference to size or volume of exports, or the stock may be of nominal value with each member holding one share. If the association is not incorporated, the initial membership fee is usually the same for all members, but assessments to meet expenses are on a commission basis or represent a percentage of sales made for each member.

Webb-Pomerene associations have small but steady share of U.S. export trade

Year	Associations registered	Member companies	Total U.S. merchandise exports (millions of $)	Foreign shipments by W-P associations (millions of $)	Percent
1947	51	556	$15,338	$1,083.8	7.1
1948	51	502(est.)	12,653	700.2	5.5
1949	45	506(est.)	12,051	623.1	5.2
1950	43	500	10,275	490.4	4.8
1951	46	528(est.)	15,032	748.8	5.0
1952	42	460	15,201	570.7	3.8
1953	40	457	15,774	545.7	3.5
1954	41	453	15,110	791.5	5.2
1955	42	436	15,550	816.3	5.3
1956	37	442	19,095	902.6	4.7
1957	36	428	20,862	930.4	4.4
1958	37	468	17,916	1,015.1	5.6
1959	35	408	17,633	907.7	5.2
1960	38	375(est.)	20,558	928.1	4.5
1961	32	350(est.)	20,962	965.9	4.6
1962	31	299	21,672	1,059.5	4.9
1963	33	310	23,207	1,026.7	4.5

Sources: Federal Trade Commission; Department of Commerce

Nature of exemption

The Sherman Antitrust Act, which prohibits contracts, combinations or conspiracies in restraint of trade, and monopolization, also applies to commerce with foreign nations, including U.S. export and import trade. Section 2 of the Webb-Pomerene Export Trade Act exempts from these prohibitions associations formed for the sole purpose of engaging in export trade and actually engaged solely in export trade. The exemption includes agreements made or acts by the association in the course of export trade.

Exemption under the Webb-Pomerene Act, however, applies to any association operating under the aegis of the Act only if it does not do any act which "artificially or intentionally enhances or depresses prices within the United States of commodities of the class exported by the association, or substantially lessens competition within the United States or otherwise restrains trade therein."

In explaining this provision, the Senate Committee on Interstate Commerce stated:

"While we realize that any sales in foreign commerce may incidentally and temporarily result in the increase in prices of the same article to home consumers, these associations ought not be permitted to so conduct their affairs as to artificially or intentionally and unduly enhance prices of the commodities in which they are dealing to the home consumer."

Section 3 of the Webb-Pomerene Act provides an exemption from the merger provisions of Section 7 of the Clayton Act with respect to member companies buying stock in an export trade association, thereby making it legal for competing sellers to join together if there is no restraint of competition within the U.S.

Section 4 of the Act broadens Section 5 of the Federal Trade Commission Act to include unfair methods of competition used in export trade, "even though the acts constituting such unfair methods are done without the territorial jurisdiction of the United States."

Association functions

The purpose of the Webb Act is to encourage the export of U.S. products. The association may serve as export agent for the member companies, taking orders, negotiating sales, and handling the shipment of the goods. Or, the association may purchase the members' products for resale in foreign markets, under terms and conditions agreed upon by the members.

Some associations employ agents and maintain offices abroad. The expense of developing the sale of members' products through advertising and introducing them in new markets may thus be shared by all the members. The association may bid on and secure large orders for shipments over a long period, which a single company could not handle. It can fill orders for a variety of grades, styles and dimensions by allocating the business among members.

Price-fixing, allocating quotas for export, setting agreed terms of sale, and adopting uniform sales contracts are other association functions. Through the associ-

ation's power to make joint shipping arrangements, important savings may be effected.

Practically all of the associations perform informational services for the members. They collect and disseminate trade information on market conditions abroad, foreign credits, stocks available for export by the members, the foreign exchange situation of certain foreign countries, tariff requirements, shipping rules and regulations, foreign laws affecting foreign trade, and other data of value to U.S. firms seeking export business.

Not exempted

In Federal Trade Commission recommendations for readjustment and in court decisions generally, the following conduct has been found to be outside the Webb exemption (the list is not intended to be a complete catalog of all possible illegality):

Combination or joint operations with foreign producers; agreements with U.S. firms which are not association members; establishment of joint manufacturing foreign subsidiaries; restrictive joint licensing activities; restriction of members' patents; preventing imports into the United States; denying members giving reasonable notice—for example, one year—the right to withdraw from the association, or forcing former members to export through the association indefinitely; accepting foreign customers or their representatives into an export trade association; requiring members to sell all their products in export exclusively through the association.

Court interpretation

The amount of court interpretation of the Webb Act is limited; there have been only two cases which offer significant help.

The most important court construction of the Act occurred in 1950 in a case in which a Federal District Court held illegal an arrangement by four American Webb association members to establish jointly factories in England, Germany, and Canada. The decree of the court required termination of the joint control over these foreign companies and the court confined the association's activities to the specifics of the statute—a combination for engaging solely in export trade.

The Department of Justice had argued that it was unlawful for the dominant U.S. manufacturers of coated abrasives, which controlled four-fifths of the U.S. export trade in that commodity, to combine for the purpose of exporting exclusively through one corporation, through which they could fix prices, quotas, and deal collectively in foreign markets. The court noted, however, that this was not unlawful, stating:

"Now it may very well be that every successful export company does inevitably affect adversely the foreign commerce of those not in the joint enterprise and does bring the members of the enterprise so closely together as to affect adversely the members' competition in domestic commerce. Thus, every export company may be a restraint. But if there are only those inevitable consequences an export association is not an unlawful restraint. The Webb-Pomerene Act is an expression of Congressional will that such a restraint shall be permitted. And the courts are required to give as ungrudging support to the policy of the Webb-Pomerene Act as to the policy of the Sherman Act."

The court stated further that "The recruitment of fourth-fifths of an industry into one export unit was foreseen by Congress . . . and accordingly, exempt." It held that the association, which combined almost the entire industry, could lawfully fix export prices. Finally, the court replaced the provision binding members for a period of 20 years, by a "reasonable withdrawal allowance."

Although the FTC has never required that a Webb association engage in the export of a single type of product it was formerly of the opinion that only the export of products which were produced, manufactured, or developed from domestic sources qualified as U.S. export trade under the Act. However, by 1955 in an unpublished opinion the FTC liberalized its position to include products with respect to which any phase of the production or processing took place in the United States, provided the product was physically exported from the U.S.

The attrition rate for associations has been fairly high. The median life span for all associations which have dissolved is four to five years. A number of associations expired during or immediately following the shortages and restrictions of World War II, although some of these were already weak and might have been dissolved if the war has not occurred.

Aside from this, it seems that changing market conditions abroad resulting in loss of competitive conditions for U.S. suppliers has been a prime cause of dissolution.

Of the 11 associations involved in antitrust litigation or Commission recommendations, six still exist in original or reorganized form; two others—one an amalgamation—carried on until last year; and two dissolved within two years of the final decision.

No tabulation has yet been made of all the reasons why individual members resign from thriving associations, but the few replies received indicate decreasing business—either export or domestic—and merger as the primary causes.

A Webb-Pomerene association may occupy the same status as an independent exporter so far as some Government programs and helps are concerned. For example, there appears to be no reason why a Webb group could not be formed as a Western Hemisphere Trade Corporation so as to qualify for lower income tax rates, if it complies with the requirements of relevant provisions of the tax code. Webb law associations also may avail themselves of opportunities offered by the financial aids of the Export-Import Bank—loans, guarantees and export credit insurance.

Impact of foreign antitrust laws

One of the characteristics of the postwar economic development of Europe is the increasing attention being paid to the effect on trade and investment of private restraint of trade through agreements, understandings and monopolistic positions in industry.

The European Common Market Treaty of Rome contains in Articles 85 and 86 rules against price-fixing; limitations on production, marketing, technical development or investments; divisions of markets; discrimination; and tying agreements. The aim is to free all restraints on interstate flow of trade. These provisions are enforceable by imposition of fines and penalties.

In the applicability of the Treaty antitrust provisions to Webb associations, it would appear that if agreements and practices affect trade among the member states, the agreements are subject to Article 85 and may be outlawed regardless of where they are made. Thus, U.S. Webb-Pomerene export association action having the effect of dividing up European national markets and prohibiting export from one Common Market country to another might well be subject to Article 85. However, no cases involving Webb associations in the Common Market have yet developed.

It has been observed of Webb-Pomerene associations that such combinations of U.S. business may logically cause concern to other countries. In a recent case before the British Restrictive Practices Court (National Sulphuric Acid Association Ltd's Agreement), the Court upheld an agreement between (British) buyers on the ground that it enabled the buyers to secure fair terms from a preponderant seller, a Webb-Pomerene Association.

Common Market export associations, however, are exempt from the antitrust sections of the Rome Treaty and also under the antitrust laws of Germany, the

United Kingdom, Belgium, France and the Netherlands, at least to the extent that they do not affect the internal market. The German Law against Restraints of Competition contains two main prohibitions directed primarily against horizontal and vertical restraints; both of these sweeping proscriptions are subject to many qualifications and limitations, including the general exemption of export cartels.

A similar exemption is provided in the Restrictive Trade Practices Act of the United Kingdom. The Act, which proscribes restrictive agreements, provides certain gateways which if established to the Court's satisfaction save the agreement. One of the gateways is that "removal of the restriction would be likely to cause a reduction in the volume or earnings of the export business which is substantial either in relation to the whole export business of the United Kingdom or in relation to the whole business of the said trade or industry."

Need to export

The necessity to increase exports was emphasized at the President's Conference on Export Expansion in September 1963, and more recently by President Johnson in an Executive Order issued Dec. 12, 1963, which established the Interagency Committee on Export Expansion. This Committee, with the Secretary of Commerce as chairman, was created for the purpose of "developing and stimulating more effective export expansion programs," and with a view to changing those existing policies which did not support this purpose.

Whether the Webb-Pomerene Act has any benefits to offer is a question each industry and trade group must answer in terms of its own situation and problems. Some industry organizations have commissioned special studies to provide the information necessary to make a decision. Both the Department of Commerce and the Federal Trade Commission offer their assistance in carrying out such studies.

Recognizing the increased emphasis on exporting, the Federal Trade Commission on April 9, 1963, created the Division of Export Trade in the Office of the General Counsel to administer the Webb-Pomerene Act. The new Division is working with the Department of Commerce to publicize to industry the possible advantages of combining into an export trade association for the purpose of increasing the exports of the U.S. businessman. Inquiries regarding the Act and aid in qualifying for its provisions should be addressed to William Bailey, Assistant General Counsel, Federal Trade Commission, Washington, D.C.

Webb-Pomerene associations, November 1964

Name, address	*Year formed*	*Members*
Agricultural Export Corp. P. O. Box 371, Danville, Ill.	June 1963	3
American Ass'n of Feed Exporters, Inc. Room 2478, Two Broadway, New York, N. Y.	July 1957	14
American Film Export Ass'n, Inc.	Oct. 1952	2
American Film Export Ass'n (Austria), Inc. 1501 Broadway, New York 36, N. Y.	Oct. 1952	
American Motion Picture Export Co. (Africa), Inc. 522 Fifth Ave., New York, N. Y.	May 1961	7
American Railway Car Export Ass'n, Inc. 380 Madison Ave., New York, N. Y., c/o General American Transportation Corp.	Jan. 1957	5
Amertool Services, Inc. 4701 Marburg Ave., Cincinnati 9, Ohio	June 1949	16
Anthracite Export Ass'n c/o John D. Jillson, S-T, 412 N. Second St., Harrisburg, Pa.	Jan. 1952	6
California Dried Fruit Export Ass'n P. O. Box 618, 478 W. San Carlos St., San Jose, Calif.	June 1925	23
California Rice Export Ass'n 114 Sansome St., San Francisco 5, Calif.	1939–42 Sept. 1947	5
Carbon Black Export, Inc. 420 Lexington Ave., New York 17, N. Y.	May 1933	4
Concentrated Phosphate Export Ass'n, Inc. 230 Park Ave., New York, N. Y.	Oct. 1961	6
Durex Abrasives Corp. 711 Third Ave., New York 17, N. Y.	May 1929	4
Export Foods, Inc. 21 Cobb Terrace, Rochester 20, N. Y.	Mar. 1962	17
Flour Millers Export Ass'n 5332 W. Lake Nokomis Pkwy., Minneapolis 17, Minn.	Aug. 1942	20
General Milk Sales, Inc. 700 S. LaBrea Ave., Los Angeles 36, Calif.	Dec. 1947	2
Kaolin Clay Export, Inc. 420 Lexington Ave., New York 17, N. Y.	Aug. 1963	4
Louisiana Rice Export Corp. c/o Reggie & Harrington, Reggie Bldg., Crowley, La.	July 1960	14
Machine Affiliates, Inc. 485 Fifth Ave., New York 17, N. Y.	July 1945	15
Motion Picture Export Ass'n of America, Inc. 522 Fifth Ave., New York 36, N. Y.	June 1945	8
Northwest Dried Fruit Export Ass'n 2770 Argyle Drive S., Salem, Oreg.	May 1927	8
Pacific Coast Agricultural Export Ass'n c/o Langers & Simpson, 660 Market St., San Francisco 4, Calif.	June 1963	12
Pencil Industry Export Ass'n 50 West 44th St., New York 26, N. Y.	Oct. 1939	3
Plywood International c/o Schweppe, Reiter, Doolittle and Krug, 657 Colman Bldg., Seattle, Wash. 98104.	Aug. 1964	26
Potash Export Ass'n, Inc. 122 East 42d St., New York 36, N. Y.	Sept. 1938	3
Pulp, Paper & Paperboard Export Ass'n of the U. S. 733 Third Ave., New York 17, N. Y.	Aug. 1952	12
Rubber Export Ass'n 137 S. Main St., Akron 8, Ohio	Oct. 1922	7
Sulphur Export Corp. 375 Park Ave., New York 22, N. Y.	1922-52 Sept. 1958	4
Television Program Export Ass'n 375 Park Ave., New York 22, N. Y.	Dec. 1959	7
Textile Export Ass'n of the U. S. 10 East 40th St., New York 16, N. Y.	Aug. 1930	31
Tri States Rice Export Corp. 1424 Whitney Bldg., New Orleans 12, La.	July 1960	3
United States Alfalfa Export Corp. 1260 Northwestern Bank Bldg., Minneapolis, Minn.	Jan. 1964	17
Vegetable Oil Export Corp. 1017 National Press Bldg., 14th & F Sts., N.W., Washington 5, D. C.	Apr. 1958	12
Walnut Export Sales Co., Inc. 630 N. College Ave., Suite 401, Indianapolis, Ind.	Oct. 1921	2

SETTING GOOD EXAMPLE are water works industry leaders Faust (2d from l.) and O'Grady (r.) as they present technical standards to Secretary Hodges. Commerce's K. L. Kollar (l.) initiated move.

U.S. industry groups contribute sets of water works standards to American embassies abroad

Move is part of drive to step up worldwide water supply program with increased participation of U.S. companies

With about half of the world's population in need of safer drinking water, a simple ceremony on December 15 in the office of the U.S. Secretary of Commerce was broadly significant.

The center of attraction was a weighty loose-leaf volume with divider-tabs carrying labels like "Wells," "Filtration," "Softening," "Disinfection," "Coagulation," "Corrosion," "Iron Pipe," "Steel Pipe," "Concrete Pipe," "Valves," "Tanks," etc.

One hundred sets of these "AWWA Standards," valued at $2,000, were presented to Secretary of Commerce Luther H. Hodges for distribution to U.S. embassies, which will use them to enhance the American contribution to the Worldwide Water Supply Program.

Twenty-one winners of "E"-for-export-excellence awards are among the manufacturing and consulting-engineering firms represented by the American Water Works Association and the Water & Sewage Works Manufacturers Association, which jointly made the presentation through Raymond J. Faust, AWWA executive secretary, and Joseph F. O'Grady, W&SWMA president.

Benefits

The AWWA standards and specifications, in the hands of commercial attachés and other U.S. embassy officials, are expected to:

► Assist in the preparation of procurement requirements for materials and equipment in the water works field, especially in developing countries where there is a shortage of technical know-how.

► Serve as a basis for establishing U.S. norms as national standards in developing countries.

The move to distribute the standards to U.S. embassies was initiated by K. L. Kollar, director of the Water Industries and Engineering Services Division, Business and Defense Services Administration (BDSA). The presentation marked the first organized step by American industry to make more comprehensive technical information available through Foreign Service Posts. The Department of Commerce is encouraging other industries and associations to make similar contributions.

A lively discussion of the water works industry's international competitive position followed the ceremony. Tossing the ball back and forth were: Secretary Hodges; Faust; O'Grady; Kollar; Thomas G. Wyman, Assistant Secretary for Domestic and International Business; Eugene M. Braderman, Director, Bureau of International Commerce; and George Donat, BDSA administrator.

Dominican Republic raises food import taxes sharply

The Dominican Republic has imposed an additional 50% ad valorem tax on imported beans, potatoes, onions, garlic, meats (fresh, frozen and processed), and on live birds for consumption.

An additional tax of 25 cents a pound was imposed on chicken, and four cents each on eggs.

The new tax which replaces the import license formerly required to import these foods is nearly prohibitive in that it is added to an existing excise tax of from 35 to 55% ad valorem on imports of the foods, making the total tax now due from 85 to over 100% on many of the items.

The new law, however, provides that the executive, on the basis of certification from the Secretary of State for Agriculture, may give exemption from all or part of the new taxes whenever such action is in the national interest.

In this manner, the law really represents merely a change in the form of control in importing these foods which are also produced in the country. Exemptions may be granted at times of local shortage.

The lack of adequate storage facilities in the Dominican Republic leads to a shortage of perishable foodstuffs during the non-harvest seasons, although there may be surpluses and low prices (sometimes accompanied by exports) during the harvest period.

Texas grocers take a trip to the grocery —in Rome, Frankfurt, Paris and elsewhere

Time came to go to the grocery—so George Levit and Edward Stone took a trans-Atlantic jet.

U.S.-style TV dinners—there's another style?—are "very, very popular" in Rome, they observed.

Housewives in Frankfurt are showing more and more interest in U.S.-made heat-and-serve dishes.

There's "a strong preference" for U.S. canned foods in Spain, France and The Netherlands but the demand for frozen foods is building up substantially.

Levit and Stone didn't go out to buy any of these items. They went to sell.

Vital and integral

Levit is a vice president and Stone is the untitled export manager of one of the Southwest's biggest food wholesalers, Grocers Supply Co. of Houston, Texas.

Their trip to Europe a few weeks ago was an effort to find more customers for an export operation which, Stone says, is "becoming a vital and integral part of the overall operation of the company."

Grocers Supply was founded in 1923 by Levit's father, Joe, and still is operated by the founder, with his sons, George, Max and Milton, as vice presidents. The firm employs 450 and does an annual business of about $130 million.

The company first tried the export field in 1946 in a program to diversify the business but dropped out in 1949 because of rapid growth in this country, Stone said. Early this year, however, the firm made contact with old business friends in Rome—and the Grocers Supply export department was reactivated.

Prime outlets

"Presently, our prime outlets are in Rome," Stone said. "We went to Europe primarily to survey other markets. We met with potential customers in Germany, Italy, Spain, France and Holland.

"We were trying to establish contacts, both directly with the customer and with prospective agents. Since we got back, we've had our first order from a new contact in Paris."

Stone said the company follows "any possible lead we can get through INTERNATIONAL COMMERCE" and has had "pretty good response." In addition, the Commerce Department's Houston Field Office has been "helpful in obtaining basic market information for the countries we have surveyed."

The company sends each prospective customer a copy of its order book, which catalogs 9,700 items—an alphabetical listing that ranges from aluminum foil through marshmallows to yeast. Customers order by mail.

"Yes, we've been receiving repeat orders," Stone said. "Because the commodities we sell are for consumption, the demand is constant.

"Our customers have been paying by an irrevocable letter of credit in U.S. dollars. However, any terms which are reasonable and acceptable to our bank will be considered."

Orders are filled f.o.b. at the firm's loading docks in Houston and exported via the Port of Houston. Stone gave this account of one recent transaction:

Minimax of Rome ordered 900 cases of goods typical of those in any U.S. supermarket—cereal, cake mix, baby food, canned fruits and vegetables, barbecue sauce and salad dressing, herbs and spices, pet food. The cases were packed in a huge steel container. The container was sealed and a customs packet was attached. A truck carted the container to a wharf, a freighter transported it to Naples, a railroad car carried it to Rome.

"The container traveled on a through bill of lading, door to door," Stone said. "Freight, insurance and the like were so simplified—Grocers Supply had merely to add them to the invoice."

Perishable and frozen items for the delicatessen department of the Rome supermarket were shipped in individual cartons in the freighter's refrigerated hold.

Uruguay requires customs clearance before granting foreign exchange requests

A recent ruling of the Bank of the Republic of Uruguay requires importers to present documentation showing a completed customs clearance (*cumplido aduanero*) along with exchange coverage requests. Exchange coverage at the pegged rate of 18.2-18.7 pesos to the dollar is currently available on only about half of Uruguay's total imports—those free of surcharge requirements and most of those subject to the minimum surcharge of 30%.

Importers who want exchange coverage but are unable to present completed customs clearance documentation prior to the expiration of the import registration, will be allowed to deposit the required amount of Uruguayan pesos with the Bank of the Republic, which will then be immediately converted and retained in dollars by the Bank until the interested party can present the completed documentation.

British surtax called violation of GATT obligation

Council meeting in Geneva opens door to possible future retaliation

Great Britain has been charged by the council of the General Agreement on Tariffs and Trade (GATT) with violating the obligations of the GATT by imposing a 15% surcharge on certain imports. The action was reported in the press at Geneva Dec. 18.

Great Britain levied the import surcharge to meet the British balance of payments crisis in October (INTERNATIONAL COMMERCE, Nov. 2).

While the action by the Council opens the way for possible future retaliation by GATT members, the GATT Executive Secretary, at a news conference at the end of the session, took pains to point out that no contracting party had indicated an intention to invoke the GATT retaliation procedures. Member nations must apply for authorizations to impose any reprisals against British goods.

The GATT council has requested full and continuing information on the development of the United Kingdom balance of payments position and the success of several corrective measures taken.

Great Britain has lifted the surtax on some items since the original announcement, and has indicated the surcharge will only be maintained as long as the balance of payments situation justifies the action.

Sweden waives obligation to declare food additives

Sweden's Royal Board of Trade has decided to waive for another year or until Jan. 1, 1966, the requirement in the Swedish Food Law that importers of certain food products must submit written declarations stating that the food product concerned does not contain non-approved additives.

Proving-ground visitors

Like first-string players swarming onto the football field, Swiss equipment dealers and construction executives (above) happily examined the earth-moving and other equipment of Davis Manufacturing, Inc., in Wichita; many, in fact, got behind the controls and operated the big machines. The Commerce Department's E. E. Schnellbacher (below, left) and Edy Faessler of the Intravend Corp., Zurich, are shown talking things over "between halves."

Kansas 'population' up 16 as result of tour by Swiss

Zurich executives conclude trip with visit to Commerce Department

Zurich, Wichita, Chicago, Milwaukee, Cleveland and Washington, D.C.—that was the itinerary of 16 Swiss businessmen whose whirlwind, week-long tour struck one veteran Commerce Department official as possibly "the top news story of the year in the export field."

Referring to the action of a foreign distributor in bringing the group to America for a visit to the factory of a manufacturing principal, E. E. Schnellbacher told the Swiss executives at a dinner in Wichita:

"I've been with the U.S. Department of Commerce 41 years—most of it in the department's international operations—and this is the first time in my experience such a thing has happened."

Schnellbacher, assistant director of the Bureau of International Commerce, continued:

"Swiss builders have been showing more and more interest in American building techniques and we have been suggesting to U.S. manufacturers that they should do something about it. But we had no idea something would happen so quickly."

In Wichita, the industrial host for the group was the Davis Co., manufacturer of earth-moving and construction equipment, while the governmental host was William H. Avery, Kansas Governor-elect and former Congressman. In Washington on Dec. 18, the group, accompanied by

New Citizens

"Our brief encounter with Kansas has developed a new class of citizen for you—Kansans from Switzerland.

". . . We have been so happy during our stay in Kansas that you may be sure we will be back again and again. And you may be sure, too, that this same spirit of hospitality will be awaiting any Kansan who comes to Switzerland."—*From remarks of Edy Faessler, responding to welcome of Governor-elect Avery.*

Schnellbacher, was greeted by a broad array of Commerce Department administrators including, among others: Franklin D. Roosevelt, Jr., Under Secretary; Thomas G. Wyman, Assistant Secretary for Domestic and International Business; Eugene M. Braderman, Deputy Assistant Secretary for International Commerce; and Robert E. Simpson, Director, Office of International Regional Economics, Bureau of International Commerce.

Distributor

Organizer of the trip was Edy Faessler, 32-year-old Zurich businessman whose Intravend Corp. is the Swiss distributor for Davis Manufacturing, Inc. Faessler and his partner, Felix Kramer, paid the air fare for the delegation and brought along a Swiss television and movie star, Jo Roland, to provide entertainment en route and in Wichita.

In Wichita, responding to Governor-elect Avery's welcome, Faessler remarked that while Avery was known as Kansas' Number One Salesman, the Zurich visitors "are likely to become Kansas' Number Two Salesmen when we get home to Switzerland."

Before leaving Wichita, the Swiss equipment dealers and construction executives examined the eight basic machines making up the Davis earthmoving equipment line and viewed them in action on the Davis proving grounds north of the city. Many in the delegation seized the opportunity to operate the machines themselves.

Faessler and Kramer sold 10 earthmoving machines on the spot during the Dec. 14-15 product-inspection tour. Accompanying the Swiss businessmen were Heinz Spier and Roland Lohnert of Skokie International, Skokie, Ill., an export firm which represents Davis equipment overseas.

Originally, Intravend officials had planned to bring about 80 construction men and dealers to the United States in a chartered jet, but home and business obligations of Christmas and the approaching Swiss inventory-taking season led to many declinations of the invitation. Interest was so keen, however, that Faessler and Kramer plan to set up a similar but much larger flight in the spring.

Officials from the Swiss Embassy attended the Dec. 18 meeting at the U.S. Department of Commerce in Washington. Swiss Ambassador Alfred Zehnder led the Embassy group, which included Michael Gelzer, Counselor for Economic Affairs, and Kurt Hofmann, Third Secretary, Commercial Affairs.

After the Commerce Department briefing, the Swiss group was accorded a reception at the National Press Club.

Visit to Athens is strange experience

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

ATHENS—This column is Doric. So climb on foot this winter night while a full round moon lights the Acropolis and the Parthenon, to a hill that gives a spectacular, startling view of civilization 2500 years old.

The desert sand on which Athens thrives, the cactus that chokes its gardens and, even at this hour and month, the bougainvillaea that intertwine through its fences and walls, are visible in the brightness of a moon, not cold but strangely warm.

"This is the greatest place in town to see the Hilton," said a tourist standing nearby. "Those lights really come thru on a clear evening. I wonder what they did before we built it".

Then next morning go to the city block on Queen Sophia Street that is under the U.S. flag in this city of clay and sand, white buildings and faded awnings. The U.S. Embassy would be judged elegant by many architects. It has plenty of cement, big wide windows, marble columns, corridors hospital beige and antiseptic.

Guy Long, the U.S. commercial attaché, once of Pittsburgh, Washington, Hong Kong, and Denmark, looked out the glass wall that was his window on this brightly lit and vivacious city. Outside, even during these wintry months, it could have been Phoenix, or Palm Springs.

"Tell me," he said, "Why do American manufacturers appoint the first agent who writes them? This is a market geographically as big as Illinois, but for some exporters a stamp on a letter is their survey.

"More companies than the sidewalk alumni of Notre Dame during a win season are represented by uninformed and incompetent distributors. Why doesn't a producer of anything pay at least as much attention to dealerships in Greece as he does in Rhode Island? The surrounding area, including Beirut and Baghdad, make Athens a natural trading headquarters, but few avail themselves of it with more than haphazard promotion.

"No matter what a manufacturer wishes to sell here, an on-the-scene survey, conferences and personal visits are as required here as hiring salesmen at home. Maybe more so. Sales for many future years will be determined by proper selection and personal friendship.

"This may be started by mail with temporary understanding. But advice and reference checks, and an investment of at least a week of somebody's time, are as necessary as personal participation in a courtship. Otherwise, do not plan big business in Greece."

Long is a commercial attaché who blends chameleon-like into surroundings. In Athens he even looks Greek. He complains about the long four-hour lunches or the multitude of the time consuming tiny shops off Constitution Square one must visit to complete a shopping tour.

Yet, in this community where the olympic runner begins his long trek across many nations, where knowledgeable world history perhaps begins, no foreigners may be employed by a Greek concern.

As I said at the start, this column is Doric.

Cheered by success at Frankfurt, BIC slates mechanical fasteners exhibit at Trade Center in Italy

Milan show, scheduled May 22-29, offers manufacturers chance to tap market seeking new production methods

Encouraged by the success of the advanced mechanical fasteners show at the Frankfurt Trade Center Dec. 2-9, the Bureau of International Commerce will stage a similar exhibit of such equipment at the Trade Center in Milan, Italy, May 22-29.

Market studies conducted in Italy for BIC indicate that, like Germany, Italy has arrived at a stage where it is extremely receptive to new techniques that will mean cheaper, better and faster production than is now possible. The American fastener industry is well advanced in these techniques, and could win an important share of the Italian market through the Trade Center show.

The Milan Trade Center will feature fasteners and related equipment, chemical bonding materials and dispensers.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or contact any of the Department's 42 regional field offices.

Leathergoods to be shown at trade fair in London

More than 200 manufacturers will be displaying their latest creations at the 1965 International Leathergoods, Luggage & Handbag Fair Feb. 8-12 at the Mount Royal Hotel in London.

Described as the most important exhibition held by the trade, the fair is expected to attract buyers from all over the world. It is organized by the National Leather Goods & Saddlery Manufacturers' Association Inc.

Displays will include handbags, travel goods, fitted cases, small leather goods, sports bags and similar items, in plastic and other materials as well as leather.

Write: International Leathergoods, Luggage & Handbag Fair, Leather Trade House, 9 St. Thomas St., London, S.E.1., England.

Additional information about international trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Tripoli trade fair to give exporters good selling chance

Soaring oil industry, new pipeline stimulate booming Libyan economy

U.S. firms interested in an expanding market are invited to exhibit in the Feb. 28-March 20 international trade fair in Libya.

There will be no U.S. Government participation. The U.S. Embassy in Tripoli, however, urges exporters and those firms seeking to enter the export field to have a display.

The Libyan economy, already booming because of the soaring oil industry, has been further stimulated recently by the beginning of construction of a new pipeline, the longest in the country.

The United States moved past Italy as Libya's largest supplier during the first quarter of 1964, according to Libyan trade figures. U.S. sales during this period totaled almost $14 million and consisted largely of machinery, transport equipment and wheat.

Exhibitors, visitors like what they saw at show in Tokyo

Wrapping, packaging machinery attracts high-quality crowds

Exhibitors and visitors both liked what they saw at the wrapping and packaging machinery show Nov. 10-20 at the Tokyo Trade Center.

Actual sales at the show amounted to at least $33,380. Projected sales for the next 12 months were estimated at over $1.4 million.

The one aspect of the show which drew the most consistent praise from the 22 exhibitors was the number and interest of buyers in attendance, the Embassy in Tokyo has reported. One comment, the Embassy said, is indicative of the exhibitors' reaction.

Less 'bag stuffers'

J. C. Hart, president of the Clark-Aiken Co., said, "I am pleased by the fact that there have been less 'bag stuffers' at this show than at a comparable U.S. show. Almost everybody who comes in has a legitimate interest in the show and we can therefore get a much more effective showing of our equipment. I would certainly recommend the U.S. Trade Center shows to anyone who is interested in promoting the sale of his products overseas."

One of the visitors, Shigemasa Miyake, assistant of the Installation Division of Ajinomoto Co., said the show "was most interesting and impressive. The American machines are very simple and compact. I think it is unfortunate, however, that some of the exhibits were not supplied with Japanese language catalogues."

Adds 'new impetus'

The Embassy said the show added "new impetus" to the sale of U.S. packaging machinery in Japan by "vastly broadening" the contacts between the participating companies and the potential users.

Registered visitors totaled 6,231, with more than 70% directly connected with the packaging industry.

They loved every minute of U.S. fair in Tanzania

Despite a tense local atmosphere, a local journalistic boycott, threats of violence, including a bomb scare, and a failure of a few employees to report for the opening, the U.S. exhibition, "Plastics, USA' opened on schedule and operated before capacity crowds from Nov. 28-Dec. 19 at Dar es Salaam, Tanzania.

U.S. Ambassador William Leonhart called it "an outstanding success." Commerce's trade fair manager, John Middents, wrote that "the show's thunderous reception was an affront to those who failed to destroy it." And thousands upon thousands of men and women of the new nation of Tanzania (formerly Tanganyika and Zanzibar) showed by their attendance and reaction that they loved every minute of it.

A closed-circuit TV and a Chevrolet Sting-Ray were termed the hit of the fair, but the fashion show with local models, featuring inexpensive U.S.-made frocks, was outstanding and was shown constantly to a packed-house throughout the fair. Comments of visiting businessmen indicated a new market will open in the area for American-made synthetic textiles.

Police estimated 10,000 people visited the show the first three hours of opening day, with some 25,000 a day being clocked at the gates throughout the next eight days.

THE ILLUMATRON oscilloscope of Terminal Radio International is discussed at the show. Picture below shows an examination of time-delay relays at the exhibit of the Giannini Controls Corp.

BRITISH INDUSTRY is becoming more interested in automation, judging by the attendance during the first week of the recent Electronic Controls for Industry show at the London Trade Center. A section of the exhibition area during the opening reception is shown above. The center photo catches exhibitors discussing miniature control motors at the R. I. Mendels Co. exhibit. The show was held Dec. 8-18.

THE U.S. EMBASSY called the electronic controls display one of the most sophisticated ever staged at the London Center. The products were advanced in nature and the display features showed stylized symbolism. A detailed inspection is made (below) of one of Simplex Time Recorder's time control devices.

BY FOOT AND BY CAR, shoppers descend on the Main-Taunus Shopping Center in Frankfurt, anxious to contribute to Germany's consumer buying boom.

German imports from U.S. show 17.5% gain over '63 period as sales to U.S. rise 14.4%

Commercial Attache at Bonn reports on major areas for increasing sales to West Germany as others edge in

By PAUL H. BRENT

Commercial Attache
American Embassy—Bonn

German commercial imports from the U.S. have resumed their growth after a somewhat static performance in 1963. Commercial imports (CIF) for the first nine months totaled $1,210 million—a 17.5% increase over the same period in 1963. These are estimated imports after deduction of Governmental purchases which showed a marked decline during the first nine months of this year compared to last year.

PAUL H. BRENT

On the export side, German shipments (FOB) to the United States showed a very healthy growth of 14.4% over the same period in 1963.

On examining the growth in trade in both directions, it is significant that principal increases have been registered in those commodities in which both countries are active producers. For example: German imports have increased in the following fields:

Aircraft & other transportation equipment	up 61%,
Electrical products	up 28%,
Precision & optical instruments	up 119%,

while German exports to the United States which showed significant increases were:

Automobiles	up 23%,
Machinery	up 40%,
Rolling mill products	up 38%.

In addition, German imports of American cotton were up 111%; grain, 34%; and edible fats and oils, 28%.

What are the domestic economic indicators which support predictions for continuing growth in this two-way trade?

First, German exports are riding high on a strong expansion of foreign demand. This demand is not only evident from the EEC countries, but also the entire Western world. German economists forecast an overall rise of German merchandise exports of approximately 10-12%.

German imports in recent months have been growing even faster than exports and might continue to do so. Due primarily to a notable reactivation of investment propensities, the German economy continues to expand at a rapid pace, perhaps at an annual rate of about 6 percent in real terms.

With order books of many German producers well filled and delivery schedules relatively long, German buyers have been tending to tap foreign sources to an increasing extent. This trend was facilitated by a reduction of duties designed to stimulate imports in an attempt to alleviate the tension between supply and demand. Most of the tariff cuts are of greater significance in terms of trade within the EEC countries, but some affected us directly.

Effective July 1st, 1964, German import duties in industrial products from other EEC countries were reduced from

LOOKING DOWN on the crowded arcades of the Main-Taunus Shopping Center. U.S. products find a warm reception among prospering Germans.

25 to 50%. Lesser reductions were made on certain agricultural products. As to imports from non-EEC countries, import duties of some 300 industrial products which were above the Common External Tariff level have been reduced to that level. In the foodstuffs field, external tariffs on some 220 items were lowered by three percentage points. All of these steps point to a very active import market in Germany in which the U.S. can well share.

Where are some of our major areas for increasing sales?

Because of the continued labor shortage and the need, almost 20 years after the war, to re-equip many plants in order to remain competitive, production machinery, particularly the electronically-controlled automated types, has very favorable sales possibilities. This is confirmed by statistics for the first nine months of this year showing good growth in imports of specialized production equipment from the United States.

Electronic equipment is another area where United States technological progress gives us a decided advantage. The recently concluded ELECTRONICA show held in Munich, proved to be an outstanding success for the approximately 190 American manufacturers of electronic components who participated. The electronic equipment and instrument market in Germany is one of the most rapidly growing fields.

Building materials also represent an active field for expansion of U.S. sales. A market survey conducted early in 1964 revealed several hundred building materials and building components considered to have very favorable prospects. Accordingly, the United States sponsored an exhibit of building materials at the German Industries Fair in September/October in Berlin. This was a cross-section of materials and equipment considered to have sales possibilities in the Federal Republic. The exhibitors were rewarded with good business, and many have concluded new agency agreements for distribution of their products in the Federal Republic and West Berlin.

Auto service equipment

The market for automotive maintenance and service equipment has proven to be another area of great opportunity for United States manufacturers. Following a United States Trade Center show last year in this field, many U.S. manufacturers are now reaping the benefits of the contacts made during the show in Frankfurt. German motor vehicle registrations climb steadily, as does the per capita purchasing power of individuals.

More in the consumer goods line, the American manufacturers who took part in the U.S. exhibit at the Duesseldorf Fashion Week in October found keen interest in their styles and materials. Some of the participants who had questions in their minds about their ability to compete against German manufacturers of women's and children's outerwear were pleasantly surprised to find that their duty-paid prices delivered in Germany were comparable, and in some cases, below German prices.

Sporting goods

In another consumer goods field—sporting goods—the American manufacturers who took space at SPOGA, the annual sporting goods fair in Cologne, experienced active demand for their products. One U.S. camping trailer manufacturer who had never tried to market in Germany received hundreds of expressions of interest from German camping and sporting goods dealers to handle his line. Here again, this manufacturer's duty-paid prices were competitive and even below comparable European prices.

In perhaps one of the most unusual cases of "carrying coals to Newcastle," American costume jewelry manufacturers report success in their efforts to move into

the German market which has traditionally been dominated by domestic manufacturers. They will exhibit in a coming Trade Center show in this field.

We learned of an unusual success story recently—a German department store chain has installed a complete American-style restaurant in one of its stores. It bought American equipment because of its superiority in design and operational characteristics. The firm is so pleased that it is installing similar restaurants using American equipment in other stores in its chain. This, plus market research, motivated the United States Government to stage an institutional catering equipment show at its Trade Center in Frankfurt in Jan. 1965. The space at the show has been sold out.

A furniture industry trade mission was in Germany recently to examine the possibilities for sale of American furniture in the Federal Republic. Their observations, to the surprise of some members, were positive, particularly in those types of furniture which are traditionally American. It is possible that a group exhibit may be staged at a forthcoming German furniture fair. A recent Illinois Farm Bureau Federation group found active demand for canned poultry and other foodstuff specialties. This was confirmed also by the success achieved by United States food specialities manufacturers at a recent Trade Center show in this field. The German has a desire for the food specialities of other countries.

What is the outlook for the immediate future?

While the United States has maintained its position as a supplier to the Federal Republic during the evolution of the EEC, the market is obviously becoming increasingly competitive. Other nations are stepping up their promotional efforts —the Japanese have a machinery exhibition center in Duesseldorf and had a floating fair visit to Hamburg this past summer. The U.K. has staged several very successful group exhibits, and the Republic of Ireland has opened a new Trade Center in Frankfurt. This is ample evidence that others consider the German market active and promising.

However, with the progressive implementation of the Rome Treaty setting up the European Common Market, products from outside the EEC will face increased tariff hurdles. On January 1st, further duty reductions are planned on industrial imports from within the EEC area thus adding to the tariffs spread on goods coming from EEC sources as against goods coming from outside the EEC. The next adjustment in the Common External Tariff is proposed to take effect on January 1st, 1966, through the final stage 40% adjustment to the full CXT.

In the case of Germany, whose tariff levels were generally lower than those of its other EEC partners, this adjustment means increases in duties for imports into the Federal Republic on goods from outside the EEC. However, the Kennedy Round negotiations now getting underway are of great significance to the future of U.S. sales in the Common Market and particularly Germany. The Federal Republic is committed to the general principle of a 50% reduction in the Common External Tariff, with some exceptions to be withheld from the negotiations at Geneva. It has constantly advocated a policy of facilitating world trade and specifically imports into the Federal Republic.

It has been true for some time that the distribution system in Germany, at least in certain product fields, has been undergoing change. Competition is keen and there is constant pressure on markups at the different stages of distribution. The trend is to reduce the number of transactions in the chain of sale of domestic and imported goods. This presents a real challenge to the American manufacturer but also an opportunity.

How can the American exporter take advantage of the market?

- He can show his goods at German trade fairs which are traditional marketplaces where much business is done. There are nearly 40 such fairs held every year in Germany. The United States is considering several collective industry exhibits at some of these fairs. Full information can be obtained from the Department of Commerce.
- He can participate in United States Trade Center shows in Frankfurt. Every six or seven weeks, a new show is staged devoted to a particular range of products. Coming shows include:

Jewelry & Personal Accessories, February 10-17; Specialized Business Machines & Systems, March; and Food Processing Equipment, April.

A WEST BERLIN housewife looks over a dress display at an outdoor market, a holdover from earlier days which is out of step with the city's generally dynamic, up-to-date marketing outlook.

Other fields under consideration are: Do-It-Yourself Equipment, and Poultry Equipment.

- He should examine the market personally, preferably through an intensive survey of the country in person, or if this is not possible, through study of the many market surveys and reports submitted by the Foreign Service. Trade opportunities are reported constantly in International Commerce. All of this material may be examined at the Department of Commerce Field Offices and may be the key that will open the door for him to the constantly growing market for United States goods in the Federal Republic of Germany.

COTTAGE CHEESE

Australian firm is interested in entering into a licensing agreement with a U.S. firm for local production of American-style cottage cheese. Included in the arrangement would be technical assistance and/or equipment for production (including the use of whole and/or reconstituted milk), together with advice on packaging, advertising, and other U.S. marketing techniques and practices.

Write: Keren Dairy Products, Pty., Ltd., 720 Heidelberg Rd., Alphington, Victoria, Australia.

the author

Mr. Brent has been the Commercial Attache at Bonn since May 1961. He previously served as executive secretary of the National Export Expansion Committee, and before that with the Department of Commerce Foreign Trade Division. He has writen a number of articles for **International Commerce** *on U.S.-German trade prior to this.*

First settlement of oil company claims announced by Argentina

Representatives of the Argentine Government and the private Argentine petroleum company, ASTRA, Compania Argentina de Petroleo, S.A., have signed a settlement agreement for claims arising from the unilateral annulment by the Government in November 1963 of a contract for the exploration and development of Argentine petroleum resources.

The Argentine Government, under the Administration of President Frondizi, signed a number of contracts in 1958 and 1959 with private domestic and foreign companies as part of the efforts to make Argentina self-sufficient in petroleum. In 1963, the newly elected Government of President Illia annulled all of the contracts.

Although the resulting claims and counter claims are fully within the purview of the Argentine judicial system, the Government and the companies have been trying to reach mutually satisfactory settlements out of court.

The contract problem has resulted in a less favorable investment climate pending its conclusion, and all parties are anxious to reach complete accord as quickly as possible.

Basic formula

The agreement starts from the basic formula of "money back plus interest." ASTRA relinquishes its rights under the original contract and recognizes that the Government of Argentina has a possible claim on the company in the event that it is proved that the company employed faulty engineering practices.

The company will quit its contract area 30 days following the signing of the agreement. There are no provisions in the agreement for ASTRA to continue operations in that area on a new basis.

Until the definite final accounting is accomplished and several remaining points of contention are settled, the company will receive a provisional credit of 70% of its investment and expenditures, less the amounts collected from the National Petroleum Agency (YPF) for oil delivered during the period of operations.

The agreement clearly provides for the return of foreign currency investments in the original currency, with interest at 6.25%. Local currency expenditures made up to the time of the annulment will draw interest at the rate of the Bank of the Nation for discounts on public works certificates, which varied up to 15%.

Interest rate

Those made after that date and until the agreement will draw interest at the rate of 6.25%, with a value readjustment allowed because of currency depreciation.

The definitive amount of reimbursement due will be established by mutual agreement among representatives of both parties within 30 days of the signing of the settlement. This period may be extended by mutual accord, and any points on which disagreement remains will be submitted to judicial decision.

This agreement is the first to be reached between the Government and a contractor involved in the petroleum negotiations.

AID to assist Uruguay's small business, farmers

Two Alliance for Progress loan agreements totalling $5.4 million to assist small industries and farmers in Uruguay have been announced by the Agency for International Development.

One loan, involving $3 million to the Banco de la Republica Oriental del Uruguay, will help finance sub-loans to assist owners of small and medium size industries to expand existing plants or establish new ones.

The loan is for 25 years at 3½% interest. The program will be supported by a $5 million credit from the Export-Import Bank and a $3 million credit from the Inter-American Development Bank as well as some $3 million from the Bank's own resources.

The other loan, involving $2.4 million to the Banco de Produccion y Consumo, will help provide credits at moderate interest to many of the 21,000 rancher and farmer members of 89 agricultural cooperatives. It is a 15-year loan at 2% interest. The sub-loans will be used to finance pasture improvements and food-processing facilities.

Schedule B costs

A story in the Dec. 21 issue of this magazine, announcing publication of a new Comprehensive Export Schedule and a new Schedule B Commodity List failed to clearly indicate the Schedule B's price, which is $6 ($1.50 additional for foreign mailing). Cost of the new Comprehensive Export Schedule (effective Jan. 1) is $7, which includes supplementary Current Export Bulletins. Orders and checks should be sent to: Superintendent of Documents, Washington, D.C. 20402.

Tariff preferences on U.S. imports to Philippines decline

According to the revised U.S.-Philippin Trade Agreement of 1955, tariff preferences accorded Philippine imports of U.S. articles will decline from 25% to 10% on Jan. 1.

After that date, U.S. articles will be subject to 90% of normal Philippine duty rates for the life of the Revised Trade Agreement which expires in 1974.

Also effective Jan. 1, the special Philippine import tax presently assessing all imports at a rate of 3.4% of the c.i.f. value, will be reduced to 1.7%. The special import tax is scheduled for elimination in 1966.

Trade preferences and duty-free import quotas presently accorded Philippine articles in the U.S. market will also be reduced Jan. 1. Philippine articles imported into the U.S. will be assessed 40% of the normal U.S. duties as compared with the 20% currently assessed.

Annual duty-free import quotas will decline to the following levels: coconut oil from 160,000 long tons; scrap and filler tobacco from 5.2 to 3.9 million lb.; cigars from 160 to 120 million; and buttons of pearl or shell from 680,000 to 510,000 gross.

These duty levels and duty-free import quotas on U.S. imports from the Philippines will remain in effect until Dec. 31, 1967. At that time, a further phasing out of the Philippine trade preferences will take place.

Chile's economic development plans get major U.S. backing

Alliance for Progress program to provide $125 million to assist in economic stabilization, reform programs

The U.S. and Chile have agreed on a 1965 Alliance for Progress loan program to provide at least $125 million in support of Chile's plans for more rapid economic and social development.

Other forms of U.S. assistance in 1965 also are contemplated.

Although specific agreements have yet to be worked out, the components of the proposed lending program are:

- $80 million from the Agency for International Development, to assist in financing investment requirements, and for essential imports needed to maintain an adequate investment level.
- $10 million from the Agency for International Development, for mutually agreeable projects.
- About $15 million from the U.S. Treasury, under an exchange agreement.
- Sales agreements for surplus U.S. farm commodities approximating the $20 million level of the 1964 program. Further assistance also is contemplated through other phases of Food for Peace.

In addition, the Export Import Bank is presently studying certain projects for possible financing in 1965.

Result of negotiations

The assistance package was arranged after a series of intensive negotiations in recent weeks between officials of the government of President Eduardo Frei and of the U.S. in order to assist the new Chile administration in beginning early implementation of its economic stabilization, reform and development program.

The development program contemplates a 35% increase in the government's own funds for investment and other capital expenditures and a six percent increase in exports. A priority aspect of the program is increasing agricultural production, and reform of agricultural pricing and marketing policies.

The $80 million AID program loan is to be used for the importation of U.S. goods which will contribute to Chile's economic development.

The bulk of this will be disbursed through special letters of credit to importers who will pay for the letters in Chilean currency. The funds so generated will be used in support of economic and social development. Disbursement of the $80 million will be in four installments at quarterly intervals.

Rural electrification planned

The AID project loans, totalling approximately $10 million, are for the support of an industrial development loan fund and for a cooperative rural electrification program.

The U.S. Treasury has indicated its readiness to enter into an exchange agreement which will make available approximately $15 million during 1965.

Chile also is expected to receive other assistance from international leading agencies, from European governments, the United Nations, and private foundations and voluntary agencies.

Austro-Turkish exporters lose U.S. rights for five years

Ludwig Kastner and his son, George Kastner, export-import operators of Vienna, Austria, and Istanbul, Turkey, have been denied all U.S. export privileges for at least five years for the export and attempted export of more than $25,000 worth of U.S.-origin electronic equipment.

The sanctions were imposed after an investigation by the Department of Commerce's Bureau of International Commerce (BIC) which earlier had resulted in temporary suspension of the export privileges of the Kastners and three middlemen handling shipments for the pair.

These other respondents are Sylvan L. Hart, doing business as Sela Electronics Co.; Fred R. Gluckman, a Hart agent, and the International American Forwarding Corp., and its president, Irving Betheil, all of New York. Hart and Sela are under two-year suspensions dating back to last May 1, the others are on probation, after six months' suspensions of export privileges.

The Kastners are accused of conspiring with Hart and Gluckman to ship $25,000 in electronic equipment from New York to Vienna without obtaining the required validated export licenses, and using instead fraudulent shipping documents; they sought also to ship $3,775 in electronic equipment under like conditions, but these items were seized by U.S. customs officials and are subject to confiscation.

A third charge alleges that Ludwig Kastner unsuccessfully sought to evade the temporary suspension order imposed on him on Dec. 31, 1963, and get delivery of electronic equipment through a Vienna dealer.

Modification possible

Nominally, the sanctions against the Kastners apply for the duration of export controls, but they may seek modification after five years, provided their record in the meantime warrants consideration.

The sanctions cover both commodities and technical data of U.S. origin; extend to agents and employees of Kastners; and forbid others from participating with them in export operations involving this Government. The restrictions also apply to the firm Centropa, operated by the senior Kastner in Istanbul, Turkey.

The Department rejected the Kastners' argument that as non-resident nationals of a foreign country, they could not be held accountable for violations of U.S. export laws.

Congo to buy U.S. cotton under Food for Peace

The U.S. has agreed to provide for the sale of $4 million worth (including certain ocean transportation costs) of cotton to the Republic of the Congo (Leopoldville) under Title I, Public Law 480.

The cotton, about 30,000 bales, is being furnished as part of the Food for Peace program. Sales will be made by private U.S. traders. Purchase authorizations will be announced as issued.

Indian synthetic resin manufacturer asks U.S. help to expand present facilities

Joint venture partner sought to increase production capacity; U.S. capital needed to import necessary equipment for proposed plant

An Indian producer of synthetic resins, varnishes, paints, and heat treatment chemicals seeks a joint venture partner to substantially expand its present facilities.

The Bombay firm wants to increase production from a very limited amount to 600-900 tons per year. Total capital is $210,000 for the proposed project.

The U.S. participant would be asked to contribute equity capital up to $90,000 or about 43% of the total. In addition, the U.S. firm would be required to supply technical know-how, including a license to utilize patents, the services of technicians, and the benefits of continuing research.

As compensation for technical assistance, the partner would be allotted free equity shares valued at $12,600 or about 6% of the total equity.

30% return anticipated

The Indian firm would provide the rupee capital needed by the venture, about $107,000 or 51% of the total equity. It anticipates a return of 30% on the capital invested in the proposed venture.

The U.S. capital would be used for importation of necessary equipment for the proposed project. If the value of imported equipment should exceed the contribution of the U.S. participant, the extra amount would be paid by the U.S. firm as a loan to the joint venture to be repaid after 10 years at a rate of interest 1% above the bank rate prevalent at that time in the U.S.

The proposed synthetic plant would be located at Kalyan (34 miles from Bombay) where the Indian firm has its manufacturing facilities.

An industrial license for the project from the Indian Government has been obtained by the company, and it hopes to obtain further sanction from the Government for the expansion of its capacity at a later date.

Growing demand expected

It is reported that there is a wide gap between the demand for and supply of synthetic resins in India and that the future estimated demand for synthetic resins is expected to grow considerably.

It appears that this proposal offers a good opportunity for U.S. firms interested in entering the Indian market through local manufacture.

Write: Hardcastle and Waud Manufacturing Co., Pvt., Ltd., Alice Bldg., Dr. Dadabhai Naoroji Rd., Fort, Bombay 1, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2821-4-H, Department of Commerce, Washington, D.C., 20230.

Investment offers come from Panama

Two additional investment opportunities one in building contracting and one in pharmaceuticals, have been reported by the Trade Mission to Central America and Panama.

Firms interested in following up any of these opportunities are requested to refer to the appropriate Interview Report (IR) number in any correspondence with the Panamanian firm or the Department of Commerce. This number is shown in parentheses after each listed address.

1511 Housing Contractor

Leading Panamanian building contractor is interested in joint venture with a U.S. partner to build middle-class homes. The firm owns land within the Panama City limits for approximately 1,000 homes. In the last two years, it has completed 300 individual masonry constructed homes for sale in the $9,000 to $11,000 price range. The homes are sold with a 20% cash downpayment and 12 to 15 years mortgages. The firm's eight years of experience with such mortgages is excellent and there having been no repossessions because of default. Construction of 90 more homes will be started shortly, and the firm already has over 300 applications.

Write: Jose Paredes, Mgr., Cia. Inversionista Panamena, S.A., P.O. box 3405, Panama City, Panama. **(IR 98).**

2834 Pharmaceuticals

Manufacturer of pharmaceutical products in Panama City would like to produce under license U.S. brands of pharmaceuticals in capsules, ointments, syrups, and cosmetic and aerosol toiletries. This is a newly established firm that employs eight persons, however, its directors are well known and experienced in the business.

Write: Horacio Icaza, Laboratorios Industriales, Panamenos, S.A., Avenida Sur #10-A 11, Panama City, Panama. **(IR 97).**

MECHANICAL HANDLING EQUIPMENT

An Irish firm, active for many years as sales agents and technical representatives for leading British manufacturers of mechanical handling equipment, is interested in a joint venture with a U.S. firm to establish manufacturing or assembly of all types mechanical handling equipment in the Republic of Ireland.

Equipment of this type can be exported free of duty to England as well as to many of the new African countries and to various Middle East and Eastern countries.

The British company is able to undertake the extrusion of PVC sheathing with PVC of wires, metallic tubing, metallic flexibles, strips and like materials, extruded sections and sleevings. Facilities are also available for the welding and cutting of PVC and similar materials.

Write: Plasticable, Ltd., Hawley Lane, Farnborough, Hants, England.

CONSTRUCTION EQUIPMENT

Large manufacturer of cranes, winches and lifting tackle are interested in an arrangement with a U.S. company for the manufacture and distribution in the United Kingdom of mechanical handling and construction equipment similar to their present production. Items of particular interest include cranes of the luffing jib type and builder's hoists.

Write: Butters Bros. & Co., Ltd., The Crane Works, Station Approach, Long Lane, Hillingdon, Middlesex, England.

ENGINEERING ARTICLES

Large British company specializing in repetition machinery on single spindle automatics in all types of material with maximum bar size 1½" diameter, wishes to manufacture under license in the United Kingdom any proprietary engineering articles at present being produced only in U.S.

Write: Auto & Capstan Productions, Ltd., Old Hill, Staffs., England.

Indian engineer asks U.S. partner for steel structural plant

Proposes joint venture to set up facilities in Gujarat area

A U.S. educated and trained Indian civil and structural engineer is seeking a joint venture partner to establish a steel structural and fabrication shop at Surat.

The new company would handle contractual orders for fabrication of structural steel members, gantry girders, mild steel tanks, chemical vessels, chimneys etc. and manufacture light and heavy steel joists, steel stairs, railings and steel scaffoldings.

The estimated initial capital outlay is approximately $63,000 of which the U.S. partner will be required to provide about $30,000 along with the technical know-how in exchange for up to 49% of the venture.

It is reported that steel structural and fabrication facilities in the Gujarat area are inadequate to meet the current demand.

Orders assured

In addition enough orders can be procured from the Gujarat State Government, municipalities and from local industries to keep the proposed shop fully utilized.

U.S. firms interested in expanding their operations to India, should find this opportunity to their liking.

Write: Kanu S. Patel, Daria Mahal, Gujari Ovara, Surat, Gujarat, India.

For additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3440-4-H, Department of Commerce, Washington, D.C., 20230.

PRECISION INSTRUMENTS

French firm specializing in manufacture, sale, and exportation of precision instruments such as optical, topographic, photogrammetric, designing, astronomical, seeks licensing rights with a U.S. firm to manufacture a same line of instruments.

Write: Etablissements H. Morin Secretan, 11 rue Dulong, Paris (17eme), France.

Pakistan investment survey available

A team of British businessmen has issued a report on investment opportunities in Pakistan ranging from electrical equipment to diesel engines.

The British team spent three weeks in Pakistan early in 1964, and its report concisely assesses the main areas of potential foreign investment.

It also points out that the Pakistan Government's commitment to free enterprise, although operating within a planned economy, and its receptivity to foreign investment, are encouraging.

For the 111-page report, titled *Pakistan: An Investment Survey*, priced at $2.80, **Write:** Federation of British Industries, 21 Tothill St., London S.W.1, England.

Mexican requests license for disposable syringes

A manufacturer of pharmaceutical products in Mexico City is interested in obtaining a license from a U.S. producer of disposable syringes.

Syringes are subject to import controls by the Mexican Government which were imposed to protect local manufacturers. U.S. companies seeking to enter the Mexican market may find this opportunity worth exploring.

Details of the licensing arrangement, probably on a royalty basis, may be worked out directly with the firm.

Write: Fruna Joffe, General Mgr., Laboratorios Unidos Americanos, S.A., Chihuahua No. 220, Col. Roma, Mexico 7, D.F., Mexico.

POLYESTER PARTS

An old (founded 1811) well-reputed manufacturer of rattan products and PVC items for the basket making and upholstered furniture making industries wants to diversify its manufacturing program by obtaining licenses for the production of large-sized pressed polyester parts for the building, shipbuilding, automobile, and sanitary industries.

Write: H. C. Meyer jun. K.G., Nartenstrasse 23-27 Hamburg-Harburg, Germany.

Opening of first TV station in Pakistan beckons investors

The recent opening of Pakistan's first television station in Lahore, with one in Dacca scheduled for operation this month, to be followed later by a third in Peshawar, presents opportunities for experienced U.S. firms for investment and trade in the industry.

A total of four to five stations are scheduled to be established over the next two years.

It is reported that the television system adopted by Pakistan is 625 lines, and that Japan participated in building and equipping the Lahore and Dacca pilot stations.

According to Pakistani press accounts, Japan has also been permitted to sell 600 television sets in the country. While the immediate outlook for the sale of TV sets in Pakistan is reported by one source to be only fair to good, future prospects in this country of over 100 million are more promising.

Promising entrance to market

Joint venture partnerships for the assembly and manufacture of TV sets from a combination of imported components and local materials may prove to be a more promising method of entering the market than direct export.

There is a possibility that one or more Pakistani firms might be willing to enter into joint venture manufacturing arrangements with U.S. firms able to contribute the required technical know-how and a proportion of the required capital for equipment.

Firms interested in further exploration of this opportunity should write: Ralph Lamberson, Investment Advisory Center of Pakistan, Farid Chambers, Victoria Rd., Karachi, Pakistan.

A similar inquiry should also be addressed to S. S. Jafri, Vice Chairman, Department of Investment Promotion and Supplies, Ministry of Industries and Resources, Tuglaq House, Karachi, Pakistan.

These two organizations are reportedly able to recommend Pakistani firms as likely joint venture partners.

For further technical information, write: BDSA 6420, Department of Commerce, Washington, D.C., 20230.

Water supply scheme planned by Iraq; contractors list available to U.S. bidders

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has announced a tender for the construction of a new water supply scheme at Najaf, 200 kilometers from Baghdad.

Tender documents and specifications may be obtained from the Directorate General on payment of ID 50 ($140) plus airmailing charges. The tender closes Feb. 16, 1965.

Estimated cost of the project is about $2 million, and includes construction and supply of pumping units, purification plant, filters, valves, 8 kilometers of 43" pumping mains and an elevated service tank with a capacity of ½ million gallons. Imported materials are to comprise about one-third of the total project cost.

This type of contract is usually awarded to local contractors who are assisted in preparing their bids by foreign suppliers of materials and equipment. U.S. firms may wish to contact Iraqi contractors specializing in these projects in order to submit offers for the equipment needed. A list of Iraqi contractors in water supply projects may be obtained by firms located in the U.S. from the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Sound equipment sought for New Zealand studio

The New Zealand Broadcasting Corp. has issued specifications, No. F 6585, for sound studio equipment needed for the new studio building being constructed at the New Plymouth broadcasting station. Equipment required includes complete master control desk and sub-control desk, announcing room desk, line switching rack, main studio equipment, studio and ancillary equipment.

Bid deadline for this project is Feb. 12, 1965.

Early delivery of equipment will be important.

Copies of the specifications may be obtained from the New Zealand Broadcasting Corp., P.O. Box 98, Wellington, New Zealand.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

HF transmitters wanted

Italy's Station Foreign Office has announced NATO project No. 9995 which calls for the supply and installation of HF transmitters. Firms qualified to bid on NATO projects should request bid invitations from the Ministero Difesa Aeronautica, Ispettorato Telecomunicazioni ED A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome, Italy, before Jan. 5.

Additional information may be obtained from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

Swedish firm seeks items for home, boat and cars

The Swedish importing firm, Konsum, is looking for do-it-yourself items to be used in the home and for boats and automobiles. The firm is interested in establishing contacts on a continuing basis with manufacturers of such equipment.

Specific information is sought on equipment for home improvements, tools and equipment which have been developed for sail and motor boats, marine paints, sprays and other protective materials, light-weight hull and motor covers, safety and ancillary equipment, gadgets for small and medium-sized pleasure boats; items adaptable to Volvo, Saab, Opel Rekord, Volkswagen, Fiat and other small model automobiles such as paint for touch-up or repainting, rust preventative for use on and under vehicles, spray wash-waxes, better quality seatcovers, luggage rack containers and covers, safety equipment for roadside warning, ancillary equipment for interior and exterior decoration and lightweight and heavy duty automobile covers for windows and full car types which would be adequate for use in subfreezing weather.

Descriptive literature and price lists should be sent to the Purchasing Assistant to Managing Director, Konsum, Box 4050, Stockholm 4, Sweden.

Burma issues 3 tenders for electronic supplies

The Electrical Stores Corp. 77/91 Sule Pagoda Road, Rangoon, has issued three tenders calling for the supply of various electronic supplies.

Tender No. 63/EL(P) 64-65 calls for carbon volume controls in various sizes and capacities, totalling about 25,000 units, with a bid deadline of Jan. 8.

Tender No. 49/EL(P) 64-65 calls for various size carbon and wire wound resistors, totalling about 400 thousand pieces, with a bid deadline of Jan. 12.

Tender 67/EL(P) 64-65 calls for various types of loudspeakers for radio and high fidelity equipment, with a bid deadline of Jan. 19.

U.S. firms should cite the tender numbers they are interested in when requesting loan copies from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Deadline changed on bids for UAR ore exploitation

The General Organization for Industrialization and the Egyptian Black Sands Co., Alexandria, United Arab Republic, have extended the deadline for offers for consulting engineering services in the exploitation of mineral deposits in the Nile Delta beach area to the end of Jan. 1965. (INTERNATIONAL COMMERCE, Oct. 12, 1954, p. 29).

Pakistan to buy generators, refrigeration trainer, water welders and drinking fountain

The Director of Supply, Government of East Pakistan, Eastern Estate Building, 48 Motijheel Commercial Area, Dacca, has issued tender No. S-10/447 (64-65) with a bid deadline of Jan. 11, for two diesel generator sets, 20 k.w., 230 volt, 3 phase, 50 cycle, one water welder, 220 volts, 50 cycle, a.c. and gas generator, one refrigeration trainer (York or similar type) ten condensing units, ¼ h.p., 50 cycle, 230 volts single phase, one drinking fountain, 5 gallon per hour capacity, single phase, 50 cycle, 230 volt.

A copy of the tender is available on loan to firms located in the U.S. from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

VHF radio alarm and control system wanted in Trinidad

The Trinidad & Tobago Electricity Commission has issued tender No. 920 calling for the supply of a radio alarm and protection system with speech channels for a submarine power cable. The system will connect four different locations and will include a 23-mile over water path. The Commission proposes to use equipment in the 406 to 420 mc for this hop, while equipment in the 150-180mc band may be utilized in the rest of the system. "Hot" standby equipment will be required to achieve the 99.5% to 99.9% reliability desired by the Commission.

Bid deadline is Feb. 4, 1965.

Specifications may be obtained without charge by writing the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port-of-Spain, Trinidad, W. I.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

Tender documents available for Jordan's El Hasa project

Tender documents are now available for Jordan's El Hasa Contract No. 1 which calls for the construction of facilities needed for a new phosphate plant. (INTERNATIONAL COMMERCE, Nov. 2, 1964, p. 29). Documents for the four projects being planned under the contract may be purchased no later than Jan. 10 for about $168 from the Accounts Department, The Jordan Development Board, P.O. Box 555, Amman, Jordan. Each set includes one copy of drawings and three copies of tendering documents. Companies interested in purchasing documents must submit proof that they are registered as Class A Contractors with the Jordan Ministry of Public Works or else submit proof of necessary qualifications.

Bid deadline has been extended from Jan. 15 to 12 noon, Jan. 31.

Brazil invites U.S. firms to bid jointly with Dutch firm on port dredging job

Brazil is inviting U.S. firms to bid jointly with the Dutch dredging firm, De Muirch & Co., on the Cia. Vale Do Rio Doce (CVRD) project for dredging the port entrance at Vitoria, State of Espirito Santo.

The competence filing deadline for firms to indicate their bidding interest is Jan. 8th.

De Muirch is a reputable Dutch firm with long experience in Brazil which is limited to within harbor dredging work because of its type of equipment.

The CVRD Project calls for dredging about 4.2 million cubic yards to allow large iron ore carriers to enter the port. It is also probable, depending on costs and available funds, that the project may be extended for an additional 3.4 million cubic yards. It will be necessary for the interested company to supply a seagoing hopper dredge with flexible suction tubing which is capable of open sea dredging.

Communications should be sent to De Muirk's representative in Rio De Janeiro, B. Van Mosturyk, Rua Mexico, 41, Roupo 1405. Telephone 32-9400.

SHAPE seeks supply of H.F. radio receivers

The Communications & Electronics Division, SHAPE, has issued Invitation to Bid No. 64/14, calling for the supply of H.F. radio receiving equipment. The 16 each receivers will operate in the 1.6 mc to 30 mc frequency range. Also required are 7 each frequency shift converters. Bid deadline is Jan. 25.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

Tunisian concern seeks transmitting equipment

Compagnie Tunisienne d'Electronique (CTE), 63 Rue Belisaire, Tunis, urgently requests manufacturers of transmitters to send price lists and a descriptive brochure on transmitting equipment of 1-2 KW capacity, with amplitude modulation 500-1,200 kilocycles for navigation traffic.

A World Trade Director Report, dated October 23, is available from BIC-8120, Department of Commerce, Washington, D.C. 20230.

Kuwait seeks 2000 KW broadcast transmitter

The Ministry of Guidance & Information has invited bids to furnish and install a 2000 kw broadcast transmitter for "Radio Arabia" in Kuwait.

Specifications and other details are available, against payment of KD 15 ($42), from the Central Tenders Board, Council of Ministers Building, Seif, Kuwait.

Firms interested in bidding on this project must have a Kuwaiti agent, partner, or sponsors.

Bid deadline is January 24, 1965.

Additional information is available from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9811.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TI 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6181.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2751.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2500.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 1480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

UAR invites bids on test lines equipment for center

The Electrification General Administration, Ministry of Electric Power, is inviting bids for the supply and erection of instrumentation and test lines equipment for an extra high voltage test and research center.

Bids should be submitted to The Director General, Electrification General Administration, Ministry of Electric Power, El-Nasr City, Abbassia, Cairo, U.A.R. no later than Feb. 4.

A copy of the tender document and specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

World Bank loan boosts Taiwan's private industry

The World Bank has loaned the equivalent of $15 million to the China Development Corporation (CDC), a private development finance company which assists the establishment, modernization and expansion of private industrial enterprises in Taiwan.

The China Development Corporation was established in 1959 by a group of leading bankers and businessmen in Taiwan. It extends financial assistance in the form of medium and long-term loans, guarantees and equity participations. CDC may also float or underwrite corporate bonds and encourage private investors, both local and foreign, to participate in such financing.

Exports by CDC's clients have increased from the equivalent of $10 million in 1959 to $67 million in 1963. Industrial growth is expected to continue at a high rate and the availability of long-term finance is important to the realization of Taiwan's full growth potential. The additional resources provided by the Bank loan will help CDC continue to play a leading role in Taiwan's development, particularly as a major supplier of foreign exchange.

Construction bids on plant for various gases invited

Argentina's Gas del Estado, distributor of bottled and natural gas, is inviting bids for construction, and putting in operating order, a plant for propane, ethane, gasoline and butane gases.

The plant will be located near San Lorenzo, Province of Santa Fe.

Professional competence of interested bidders must be submitted by Jan. 11. The deadline is April 30 to submit their estimates on Tender No. 5544.

Copies of the conditions and specifications are available, upon payment of approximately $67, from Gas del Estado, Alsina 1170, 1st floor, Room 110, Buenos Aires, Argentina, by requesting Public Bid No. 5544. Spanish is preferred for correspondence.

Automatic correctors for radio teleprinters sought

India's Chief Controller of Telegraph Stores has issued a tender notice calling for the supply of eight automatic error correctors for use on H.F. radio teleprinter receiving equipment.

Bid deadline is Jan. 15.

Copies of the tender documents are available without charge from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Reference No. is D/ENQ/1427.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

013 Livestock Farms

HONG KONG—Loose raw hog's bristles either white or black 2½" and up c.i.f. Hong Kong, packed in gunny bags. Firm also offers processing service in Hong Kong. Hongkong Bristle Manufactory (importer), 378 King's Rd., 3rd floor, P.O. Box 4455, N.P., Hong Kong. WTD 12-11-63.

Cock feathers such as cock neck hackles, cock saddles, cock schlappens and cock tails all 4 inches and up packed in gunny bags and quoted c.i.f. Hong Kong. Firm also offers processing services in Hong Kong. Hongkong Bristle Manufactory (importer), 378 King's Rd., 3rd floor, P.O. Box 4455, N.P., Hong Kong. WTD 12/11/63.

149 Nonmetallic Minerals

FRANCE—Precious stones, all kinds; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Rough gem diamonds; precious stones, all kinds. Direct purchase and agency. Lancel (importer, dealer), 3 Impasse de la Planchette, Paris 3e. WTD 11/29/64.

200 Food

NIGERIA—Importer desires c.i.f. Lagos quotations from dealers or manufacturers of standard food. Special interest in canned vegetables and soup, frozen meats, cake mixes, other packaged desserts. Desires quotations from dealers on bulk rice for possible packaging operation in Nigeria. Marketing & Shipping Enterprises Ltd., Western House, 8/10 Broad St., Lagos. WTD 11/27/64.

SWEDEN—Raw materials for food industry such as ingredients for bakery industry, beverage concentrates, canned goods in bulk for reprocessing, green coffees, fruit peel, oleo margarine, preserves, pickles, jams, jellies, sauces, spices, tea, sugar, yeast, nuts in bulk. Direct purchase and agency. Kemiflor (importer, wholesaler, sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

205 Bakery Products

SOUTH AFRICA—All types of bakery supplies. Gollach & Gomperts (Pty) Ltd. (importer, exporter, wholesaler), P.O. Box 3968, Johannesburg. WTD 11/24/64.

209 Food Preparations

SOUTH AFRICA—All types of processed foodstuffs. Gollach & Gomperts (Pty) Ltd. (importer, exporter, wholesaler), P.O. Box 3968, Johannesburg. WTD 11/24/64.

220 Textile Mill Products

DENMARK—Underwear, stockings, gloves, scarves, handkerchieves, towels, table cloths, corsetry. Moller & Co. (importing wholesaler, manufacturer), Sonderborg. WTD 12/1/64.

SWEDEN—Textile piece goods of nylon-taffeta; two-way stretch suitings; fabrics for ladies' slacks and trousers; direct purchase and agency. Ostberg & Diedrichs AB (importer, exporter, sales agent), V:a Tradgardsgatan 7, Stockholm. WTD 11/27/64.

221 Broadwoven Fabric Mills, Cotton

FRANCE—Cotton fabrics, all kinds; direct purchase and agency. Ets. Textiles Confectionneurs Reunis (manufacturer), 33 Rue Beauregard, Paris 2e. WTD 8/30/63.

Blue denim fabric; direct purchase and agency. Matexpa-Societe Commerciale des Matieres pour Textile & Papeterie (dealer), 3 Impasse Barbier, Clichy (Seine). WTD 5/6/63.

222 Broadwoven Fabric Mills, Manmade Fiber, Silk

DENMARK—All kinds of textile fabrics for manufacturing women's dresses, blouses, skirts. Glae-Tex (manufacturer), 237 Norrebrogade, Copenhagen N. WTD 12/1/64.

HONG KONG—Cotton, nylon and other synthetic fabrics for ladies' dresses, men's shirtings as well as furnishing fabrics. Creative Products Co. (importer, exporter), Ltd., 803 Man Yee Bldg., 8th floor, P.O. Box 13924, Hong Kong. WTD 11/23/64.

224 Narrow Fabrics, Smallwares Mills

HONG KONG—Stretch nylon elastic straps used for making brassieres. Lansing & Co. Ltd. (importer, exporter), 478-488 Lockhart Rd., 5th floor, Flat F, P.O. Box 985, Hong Kong. WTD 1/26/64.

225 Knitting Mills, Products

NETHERLANDS ANTILLES—Complete line of hose for men and boys. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

229 Textile Goods

AUSTRALIA—Laminated fabric, stiff nylon on one side, tricot on other, or similar laminated materials; molded cups made of above material or of nylon and nylon mesh. Corset

Trading & Supply Co. (importer), 321 Pitt St., Sydney. WTD 11/25/64.

FRANCE—Rayon and cotton wastes; direct purchase and agency. Matexpa-Societe Commerciale des Matieres pour Textile & Papeterie (dealer), 3 Impasse Barbier, Clichy (Seine). WTD 5/6/63.

FRANCE—Special textiles, cotton goods, gabardine, other types of water-repellent fabrics suitable for manufacturing raincoats and waterproof garments for men and women; good quality. Direct purchase and agency. Huracan France (manufacturer, wholesaler), 14 Boulevard Thiers, Saint-Jean-de-Luz, Basses-Pyrenees. WTD 12/8/64.

230 Apparel

DENMARK—Women's dresses, blouses, skirts; men's shirts; dungarees. Glae-Tex (importing wholesaler, manufacturer), 237 Norrebrogade, Copenhagen N. WTD 12/1/64.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

NETHERLANDS ANTILLES—Complete line of suits for men and boys. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

232 Men's, Youths', Boys' Furnishings

AUSTRALIA—Hawaiian type sport shirts for men and boys, sizes small through XL; good quality only. Samples and quotations requested. Bill Stafford Pty. Ltd. (retailer), P.O. Box 26, Coolangatta, Queensland. WTD 2/3/64.

GERMANY—Basketball clothing. Direct purchase and agency. Montana Sport GmbH (manufacturer, importer, wholesaler), 69 Heidelberg/Neckar, Handschuhsheimer Landstrasse 20. WTD 12/2/64.

NETHERLANDS ANTILLES—Men's, youths', boys' tropical apparel, all types, including neckties, inexpensive and medium priced; men's and boy's underwear, woven and purchased knit fabrics; men's dress and sport shirts, nightwear, woven and purchased knit fabrics. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

SOUTH AFRICA—All types of men's apparel, suits, shirts, neckwear, underwear, nightwear. Rigg's Man Shop (Pty) Ltd. (retailer), 260 Bree St., Johannesburg. WTD 11/25/64.

SWEDEN—Sports and leisure clothes, all kinds for men such as shirts, coats, jackets, trousers. Henrix Herrekipering AB (importer, retailer), Storgatan 33, Sundsvall. WTD 11/25/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's medium priced and low-priced summer dresses made of cotton, & synthetic fibres; slacks made of cotton and other elastic materials; knitted outerwear. Modecenter Inkops AB (importer, retailer), Drottninggatan 13, Stockholm. WTD 11/20/64.

238 Apparel

NETHERLANDS ANTILLES—Complete line of leather belts for men and boys. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

239 Fabricated Textile Products

GERMANY—Camping tents. Requests replies in German from manufacturers only, quotations cif Hamburg. Franz Conen, Industrie-Bedarf GmbH (wholesaler, distributor, importer), 3 Weiherstrasse, 59 Siegen. WTD 11/10/64.

249 Wood Products

FRANCE—Ashtrays, for desk and home decoration, to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Ashtrays, for desk and home decoration, to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

251 Household Furniture

FRANCE—Small ornamental furniture for home decoration; to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette. Paris. WTD 11/29/64.

Small ornamental furniture for home decoration, to be sold as gift articles. Direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

252 Office Furniture

FRANCE—Scotch tape dispensers, golden metal or leather covered for desk to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie, 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

254 Partitions, Shelving

PAKISTAN—Angle-irons, L-type and slotted, for fabrication of shelves. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. The Gramophone Co. of Pakistan Ltd. (importer, manufacturers' agent), C/28 Estate Ave. Mauripur Karachi-13. WTD 9/28/62.

260 Paper Products

★★ Central America—Trade Mission

Kraft paper, paperboard, chipboard. Exclusive distributorship. Sr. Norberto Calzada I, Vila Hermanos, S.A.; Box 722, Panama City. WTD 10/30/64. TM 106.

261 Pulp Mills, Products

MOROCCO—Pulp for paper manufacturing; requests replies in French or Spanish. Papelera de Tetouan (manufacturer), Ave. de Sidi Driss, (Aptdo. 443), Tetouan. WTD 4/29/64.

262 Paper Mill Products

● **CEYLON**—183,100 reams wood free white printing paper suitable for printing school text books, 75 grams per sq. meter, several sheet sizes; a portion of this volume to be supplied in rolls. Bid deadline Jan. 26. Copies of tender available, on written application, from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

GERMANY—Printing paper, coated, uncoated. Hans Morhagen KG (importer, wholesaler), 7 Stuttgart-S, Alexanderstrasse 126. WTD 12/7/64.

THAILAND—Kraft paper for making cement bags, 70 grams per sq. meter, reel weight 50 kgs. maximum, diameter of core 7.5 cms, width 101 cms, quantity required 4,200 metric tons; delivery to be made in lots of 100 to 200 metric tons over period of January to December 1965. Request replies with samples and price quotations c.i.f. Bangkok. Mr. Pramul Phochadom, Ua Withya Phanit Co., Ltd. (importer, distributor), 457 Chakrapadipongse Road, Bangkok. WTD 8/4/64.

273 Books

SOUTH AFRICA—Non-fiction adult books, academic and travel books dealing with Africa. G. Bakker Bookseller (importer, retailer), 84 Loveday St., Johannesburg. WTD 12/1/64.

281 Industrial Chemicals

★★ CENTRAL AMERICA—Trade Mission

Caustic soda, soda ash, sulfuric acid, trisodium phosphate, polyphosphates. Exclusive distributorship. Sr. Norberto Calzada I, Vila Hermanos, S.A. (distributor), Box 722, Panama City, Panama. WTD 10/30/64. TM 105.

● **IRAQ**—Anhydrous ammonia, 25 cylinders, each containing 150 lb.; chlorine, 300 cylinders each containing 150 lb. Tender No. 48; bid deadline Jan. 5. Secretary of Purchases & Tenders Committee, Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-3465).

282 Synthetic Materials

FRANCE—Dacron filament, staple; direct purchase and agency. Ets. Textiles Confectionneurs Reunis (manufacturer), 33 Rue Beauregard, Paris 2e. WTD 8/30/63.

283 Drugs

● **CEYLON**—Six items of injectable drugs only: Injection of Emetine Hydrochloride B.P., 40 mgm in 1 cc, 275,000 ampoules; Aminophylline B.P., 250 mgm in 10 cc of aminophylline, 100,00 ampoules; Iron Dextran Complex 50 mgm of Iron as Ferric Hydrochloride, 400.000 ampoules; Methoxamine Hydrochloride B.P.C. 1963, each cc containing 20 mgm, 10,000 ampoules; Testosterone Oenanthate, each ampoule containing 250 mgm, 1,500 ampoules; Sodium Aurothiomalate B.P., 10 mgm per cc, 600 ampoules. Bid deadline Jan. 19. Department of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

SWEDEN—Pharmaceutical raw materials. Direct purchase and agency. Kemiflor AB (importer, wholesaler, sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

HONG KONG—Cosmetics; requests replies from manufacturers. Grand Trading Co. (importer, exporter), 468 Sai Yeung Choi St., 3rd floor, Back Block, Shamshuipo, Kowloon, Hong Kong. WTD 11/23/64.

SWEDEN—Cosmetic raw materials. Direct purchase and agency. Kemiflor AB (importer, wholesaler, sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

287 Agricultural Chemicals

● **PAKISTAN**—DDT, 75% W.P., 4,000 lb. Tender no. S-6/391/Chem/64-65, bid deadline Jan. 4. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-3910).

SWEDEN—Insecticides. Direct purchase and agency. Kemiflor AB (importer, wholesaler,

sales agent), Sveavagen 9, Stockholm. WTD 12/4/64.

● **BURMA**—Tires and inner tubes, 104,700 each, various sizes and types. Tender No. T-11/Vehicle-8/64-65, bid deadline Jan. 15. The Secretary, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-3381).

VIET-NAM—Tires and tubes for automobiles. Direct purchase and agency. Ets. Nguyen Van Dai (importer, wholesaler, manufacturers' representative), 167 dai lo Ham Nghi, Saigon. WTD 12/9/64.

306 Fabricated Rubber Products

GERMANY—Air mattresses, rubber, air type, for camping use. Requests replies in German from manufacturers only, quotations c.i.f. Hamburg. Franz Conen, Industrie-Bedarf GmbH (wholesaler, distributor, importer), 3 Weiherstrasse, 59 Siegen. WTD 11/10/64.

● **INDIA**—Ebonite sheet, 5670 Kgs., ½-⅝" thick. Tender No. P/SE-3/12032-R/V, bid deadline Jan. 20. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-3381).

307 Plastic Products

● **BURMA**—201 plastic laminated sheets 8' x 4' x 1/16": 25 willow green; 116 amulet green; 60 dove grey. Tender No. 7/CS/64-65/DEF, bid deadline Jan. 11. The Secretary (1), People's Store Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3529).

FRANCE—Plastic tableware and kitchenware, of modern design, to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

Plastic tableware and kitchenware, of modern design, to be sold as gift articles. Direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

GERMANY—Melamine plastic decorative laminates, plastic foil, plastic veneers. Direct purchase and agency. Georg Hartmann (manufacturer, exporter, importer, wholesaler), 7501 Berghausen/Baden ueber Karlsruhe, Postfach 80. WTD 8/20/64.

SPAIN—Plastic items for household, camping, picnic; direct purchase and agency. Miber, S.L. (importer, agent), Jorge Juan 139, Madrid 2. WTD 11/12/64.

314 Footwear, Except Rubber

NETHERLANDS ANTILLES—Complete line of dress shoes for men, boys. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

SOUTH AFRICA—All types of men's leather shoes. Rigg's Man Shop (Pty) Ltd. (retailer), 260 Bree St., Johannesburg. WTD 11/25/64.

315 Leather Gloves

GERMANY—Welders' leather gloves, 3 and 5 digits; welders' mittens, aprons. Requests replies in German from manufacturers, quotations c.i.f. Hamburg. Franz Conen, Industrie-Bedarf GmbH (wholesaler, distributor, importer), 3 Weiherstrasse, 59 Siegen. WTD 11/10/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns, to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Jewelry cases, fancy patterns, to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

319 Leather Goods

FRANCE—Leather desk articles, to be sold as gift articles, direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Leather desk articles, to be sold as gift items. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

322 Glass, Glassware

FRANCE—Ornamental glass tableware to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

Ornamental glass tableware, including pressed glass ashtrays; also pressed glass ashtrays for desk; direct purchase and agency. Ets. Chaumette (importer, dealer), 8 Rue de Paradis, Paris 10e. WTD 8/22/63.

Ornamental glass tableware to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

323 Glass Products

SPAIN—Unbreakable and heat-resistant cooking utensils; direct purchase and agency. Miber, S.L. (importer, agent), Jorge Juan 139, Madrid 2. WTD 11/12/64.

326 Pottery

FRANCE—Household tableware china or earthenware to be sold as gift articles. Direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Household tableware, china or earthenware; direct purchase and agency. Ets. Chaumette (importer, dealer), 8 Rue de Paradis, Paris 10e. WTD 8/22/63.

Household tableware, china or earthenware; to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Fibrous glass reinforced corrugated sheet. Direct purchase and agency. Georg Hartmann (manufacturer, exporter, importer, wholesaler), 7501 Berghausen/Baden ueber Karlsruhe, Postfach 80. WTD 8/20/64.

Asbestos goods such as gaskets, packings, discs, washers, cloth, plates; Requests replies in German from manufacturers only, quotations c.i.f. Hamburg. Franz Conen, Industrie-Bedarf GmbH (wholesaler, distributor, importer), 3 Weiherstrasse, 59 Siegen. WTD 11/10/64.

331 Steel Mill Products

● **INDIA**—Tubing, cold drawn weldless to I.R.S.S. R/22/61. Required 13,254 meters: size range, ⅜" O.D. x 14 SWG to 1" O.D. x 10 SWG. Tender No. P/SR-3/544/2A/IV, bid deadline Jan. 12. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1428), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Tender fee (not refundable) $1.75 each.

● **NEW ZEALAND**—Railway wheels: 968 required. Tender NZR 627/676, bid deadline Jan. 27. New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Rails, fish plates, steel sleepers, dog spikes. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Schinleyz (importer, manufacturers' agent), 75 Noor Chambers, Robson Rd., Karachi-1. WTD 1/24/64.

SPAIN—Requests bids for undetermined tonnage of metallurgical hard coke, size 6 to 20 mm., moisture 8 to 10%, volatile content 1% maximum, ash 8 to 10% and sulphur under 1%. Price must be quoted fob per long ton; payment shall be made by confirmed credit on U.S. bank. Quality of coke must be guaranteed. Carbones y Transportes Gelgueroso, S.A. (importer, wholesaler), Serrano 55, Madrid 6. WTD 6/9/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of 220 l.t. scalped electrolytic copper wire bars in 265-275 lb. bars, 103 tons electrolytic copper in 250-260 lb. bars. Shipment to be effective in Jan. Tender No. Stores/Elec/64/OHE-Copper/234, bid deadline Jan. 6. Railway Electrification, 232 Acharyya Jagadish Base Rd., Calcutta.★ (Telephone: 202-WO 7-2162).

● **PAKISTAN**—Supply of brass bars, high tensile, half-hard, to P.R.S. specification No. N2-49 of various sizes (2,576 lb.). Tender No. P.7/243-D/2-63, bid deadline Jan. 25. The Chief Controller of Purchases, P.W.R. Head Quarters Office, Lahore.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

FRANCE—Special steel wall cases for electrical boards (distribution and switch boards); direct purchase and agency. Apacel (importer, dealer), 90 Ave. des Ternes, Paris 17e. WTD 8/10/64.

NETHERLANDS—All kinds of furniture hardware, findings and finishings used for modern and antique furniture, such as knobs, griphandles, bolts, hanger bolts, etc. Direct purchase and agency. Requests replies from manufacturers only. H. Vos N.V. (importer, exporter, wholesaler, manufacturer), 18-20 Gerrit v.d. Lindestraat, Rotterdam. WTD 4/23/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Fittings for heating apparatus and systems. Direct purchase and agency. An-

ton Hummel, Metallwarenfabrik (manufacturer, exporter), 7808 Waldkirch/Breisgau, Mozartstrasse 2-4. WTD 12/7/64.

Armatures for gas and water installations and heaters; pressure pipes of cast-iron or plastic and outlet pipes; fittings of malleable iron, copper or redbrass and sheet zinc; radiators, oilburners, electric water heaters; kitchen sink units of stainless steel; washing basins, and bath tubs. Price quotation c.i.f. Bremerhaven or Hamburg in German. A. Ringel & Sohn (wholesaler), 36 Westanlage, 63 Giessen/Lahn. WTD 12/1/64.

344 Fabricated Structural Metal Products

● **GREECE**—Supply of 3 tanks, 400 m.t. capacity; two tanks, 700 m.t. capacity for olive oil storage. Bid deadline Jan. 11. Ministry of Commerce, 16 Aghiou Konstantinou St., Athens.

● **SUDAN**—Supply of 32 pressed steel water tanks, 4,800 gallon capacity, 16 ft. x 12 ft. x 4 ft., having bottom sides and ends made of 4 ft. sq. plates of 3/16 in. thickness. Manufactured in accordance with B.S.S. 1564/49 with auxiliary equipment. Bid deadline January 10. Assistant General Manager (Supplies) Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-4242).

345 Screw Machine Products

ISRAEL—Fastening systems, such as self-locking screws, rivets, studs, grommets, eyelets, washers, with commercial, building and industrial applications. Requests catalogs, price lists from manufacturers only. Direct purchase and exclusive agency. Opit (Teich) Ltd. (importer, distributor), 12 Petach Tikvah Rd., Tel Aviv. WTD 11/13/64.

349 Fabricated Metal Products

SWEDEN—Aerosol cans, valves. Direct purchase and agency. Kemiflor AB (importer, wholesaler, sales agent), Sveavägen 9, Stockholm. WTD 12/4/64.

351 Engines, Turbines

PHILIPPINES—Surplus engines (gasoline or diesel) 3-50 hp. Cebu Engineering Supply (importer, wholesaler, retailer), c/o Mr. Yap Yok, Jr., Asst. Manager, 346-348 Juan Luna St., Cebu City. WTD 11/24/64.

SWEDEN—Diesel engines, aggregates for diesel generators, high pressure compressors, gas turbines, propellers, other ship's equipment; gas turbine should range up to 150 hp. and over 600 hp.; specifically interested in accessories to Diesel engines; direct purchase and agency. AB Sveadiesel (importer, sales agent), Gardsvagen 10, Solna. WTD 11/25/64.

UAR—Parts used in assembly of diesel engines, such as injection pumps, filters, pistons, liners, valves, oil seals, gaskets. Helwan Military & Diesel Industries Co. (Government owned), (Ex Factory 909), Helwan (near Cairo).

353 Construction, Mining, Materials Handling Machinery

● **EL SALVADOR**—Set of tracklaying tractor tracks for Cat D6-9U-series tractor. Tender No. 189 (64), bid deadline Jan. 5. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-5566).

ISRAEL—Electric hoists to be fitted on trucks, capable of lifting orange crates weighing ½ to ¾ tons onto same truck. When folded, boom height must not exceed 3.6 meters width not to exceed 2.2 meters. Importer-distributor requests catalogs, price lists. Direct purchase and exclusive agency. Resisim Agricultural Pest Control Co., Ltd. (importer), 19 Levontin St., Tel Aviv. WTD 11/19/64.

354 Metalworking Machinery

FRANCE—Welding equipment acetylene; direct purchase and agency. Apacel (importer, dealer), 90 Ave. des Ternes, Paris 17e. WTD 8/10/64.

GERMANY—Modern second-hand rolling mill machinery and equipment; new or second-hand slab and ingot surface grinding machines for stainless steel. Requests replies in German from exporters, quotations c.i.f. German or Dutch ports. Direct purchase or agency. Fritz Frank (wholesaler, agent, distributor, importer), 32 Koblenzer Strasse, Postfach 184, 59 Siegen. WTD 11/10/64.

Electric, hand, circular sawing machines; electric circular saw benches; pneumatic circular saw benches; pneumatic, hand, circular sawing machines; planing machines. Requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. P. W. Brand GmbH (distributor, importer), 48 Oberhuetzerstrasse, 563 Remscheid-Hasten. WTD 11/17/64.

ISRAEL—Hand tools powered by compressed air, such as saws, drills, suitable for construction and industrial applications. Requests catalogs, price lists from manufacturers only. Direct purchase and exclusive agency. Opit (Teich) Ltd. (importer, distributor), 12 Petach Tikvah Rd. Tel Aviv. WTD 11/13/64.

VENEZUELA—Engine rectification equipment: Cylinder grinding and honing machinery, crankshaft grinding and balancing equipment, engine testing equipment in general. Machinery and equipment for overhaul of internal combustion motors. Sales agency and distribution for Venezuela. Carimex S.A. (sales agent, importer), Aptdo. del Este 5690 Caracas, Ave. Nueva Granada 20, Los Rosales, Caracas. WTD 10/26/64.

Machine tools, all kinds, including woodworking, metalworking, metal fabricating tools; machine shop equipment. Sales agency and distribution for Venezuela. Carimex S.A. (importer, sales agent), Aptdo. del Este 5690 Caracas, Ave. Nueva Granada 20, Los Rosales, Caracas. WTD 10/26/64.

355 Special Industry Machinery

CEYLON—Design and construction of salt harvesting, washing, refining machinery. Mr. J. J. G. Amirthanayagam, Chairman, National Salt Corp. (State corporation), 110 General's Lake Rd., Colombo 2.

JAPAN—Pressure sensitive label printing presses with an automatic stamping (cutting) device attached. Sample labels of the kind to be produced are available from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Rm. 4203, Washington, D.C. 20230. J. Osawa & Co., Ltd. (importer, distributor), 21 Nishikubo Sakuragawa-cho, Shiba, Minato-ku, Toyko. WTD 6/11/64.

NEW ZEALAND—Machine for coating of large rolls of cellulose paper. Mr. Frank H. Manoy, Director, Newport Distributing Co. (N.Z.) Ltd. (manufacturers' representative), 50 Courtenay Place, P.O. Box 1636, Wellington. WTD 11/16/64.

★★ CENTRAL AMERICA—Trade Mission

Brush-making machinery: wood or plastic handles, non-metalic bristles, small brushes for domestic use. Sr. Andres Maynulet, Aptdo. 6626, Panama City, Panama. WTD 10/30/64. TM 106A.

★★ CENTRAL AMERICA—Trade Mission

Cashew-nut shell removing equipment; process equipment for extraction of phenolic compounds from shell. Juan F. Arauz (Estacion San Juan), Aptdo. 13, Aguadulce, Panama. WTD 11/19/64. TM 104.

356 General Industrial Machinery

GERMANY—Bearings and adjusting devices for textile, plastics, paper processing machines; heating units for such machines. Kurt Brueckner KG, Trockentechnik (manufacturer, exporter), 725 Leonberg/Wuertt., Postfach 124. WTD 9/23/64.

SWEDEN—Pumps, fans and ventilation equipment for use in summer cottages and small houses. AB Ror & Varme (importer, wholesaler, exporter, manufacturer), Vegagatan 7, Sundbyberg, WTD 11/23/64.

VENEZUELA—Compressors for automotive repair shops, paint shops, service stations. Sales agency and distributor for Venezuela. Carimex S.A. (sales agent, importer), Aptdo. del Este 5690 Caracas, Ave. Nueva Granada 20, Los Rosales, Caracas. WTD 10/26/64.

357 Office, Computing, Accounting Machines

FRANCE—Scotch tape dispensers, golden metal or leather covered, for desk; to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

PHILIPPINES—Used typewriters. Cebu Engineering Supply (importer, wholesaler, retailer), c/o Mr. Yap Yok, Jr., Asst. Manager, 346-348 Juan Luna St., Cebu City. WTD 11/24/64.

358 Service Industry Machines

● **SUDAN**—Supply of two laundry machines including, but not limited to, the following accessories: beltless free-suspension hydro-extractors, exhaust-flatwork-ironer, rapid steam generator, water softening plant, tumbler shaker, stationary air compressor. Bid deadline Jan. 19. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1, England.★ (Telephone: 202-WO 7-2939).

359 Machinery

GERMANY—Garbage incinerators and/or utilization plants for communities; direct purchase and agency. Tiefbautechnisches Buero W. Hartwig (construction engineering), 14 Schuetzenhofstrasse, 62 Wiesbaden. WTD 12/2/64.

361 Electrical Transmission, Distribution Equipment

● **EAST PAKISTAN**—Electric bells, 30; push buttons 100; buzzers 30; door bell transformers 15; electric soldering iron 8; voltage tester 20; insulation tester 2; ammeters of various capacities 50; voltmeters 35; clamp voltammeter, wattmeter 2; ohmmeters 5; magnets 20; galvameters 2; rheostats 5; and Wheatstone bridge. Tender No. S-11/455/64-65/H, bid deadline Jan. 4. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-2312).

FRANCE—Circuit breakers "Quicklag" type and small sized types; direct purchase and agency. Apacel (importer, dealer), 90 Ave des Ternes, Paris 17e. WTD 8/10/64.

● **INDIA**—Supply of 2 sets of 66 kv control and relay panels. Tender No. DGS&D-68, project 2128/007-A/VI, bid deadline Jan. 16. Director General of Supplies & Disposals, N.I. Bldg. Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. Reference No. D/ENQ/1435. Tender fee is $8.40 (not refundable).

362 Electrical Industrial Apparatus

FRANCE—Welding equipment including electrodes; direct purchase and agency. Apacel (importer, dealer), 90 Ave. des Ternes, Paris 17e. WTD 8/10/64.

PHILIPPINES—Surplus generators (1 KVA—50 KVA). Cebu Engineering Supply (importer, wholesaler, retailer), c/o Mr. Yap Yok, Jr., Asst. Manager, 346-348 Juan Luna St., Cebu City. WTD 11/24/64.

SWITZERLAND—Electrical monophase miniature motor, 50 cycles, 220 volts 45 to 60 watts, to be mounted in hermetic unit working with "Freon 21" gas. Henry & Cie, Jean Kauer & Cie Succ. (manufacturer, distributor), 1211 Geneva. WTD 11/27/64.

363 Household Appliances

GERMANY—Electric and non-electric household appliances, including parts and accessories. Gift articles. Metallindustrie Denkingen, Gebr. Streicher (manufacturer), 7209 Denkingden/Wuertt. WTD 12/7/64.

● **IRAQ**—Supply of 50—one-burner type and 50—two-burner type gas cooking stoves. Tender No. (62/64), bid deadline Jan. 10, 1965. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5345).

SPAIN—Electric and gas water heaters for household use; direct purchase and agency. Miber, S.L. (importer, agent), Jorge Juan 139, Madrid 2. WTD 11/12/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Small lamps for home decoration, to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Small lamps for home decoration; to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

GERMANY—Electric installation material for machinery of various types and for building installations. Direct purchase and agency. Anton Hummel, Metallwarenfabrik (manufacturer, exporter), 7808 Waldkirch/Breisgau, Mozartstrasse 2-4. WTD 12/7/64.

ITALY—Industrial electrical equipment and supplies, particularly in field of new products, including electric lamps, incandescent lighting fixtures, fluorescent lighting equipment, fluorescent portable lamps, incandescent hand portable lighting equipment, incandescent portable lamps, street lighting equipment, floodlighting and area lighting equipment; requests replies in Italian. F.lli Migliore s.n.c. (importer, wholesaler, retailer), 37 Via Domenico Costantino, Palermo. WTD 11/25/64.

365 Radio, Television Receiving Sets

GERMANY—Parts and accessories for record players with and without amplifiers. Metallindustrie Denkingen, Bebr. Streicher (manufacturer), 7209 Denkingen/Wuertt. WTD 12/7/64.

SOUTH AFRICA—Portable AM/FM radio receivers in portable and transistor models and tape recorders. Hammerstein Radio & Television Corp. (Pty) Ltd. (importer, manufacturers), P.O. South Hills, Johannesburg. WTD 11/25/64.

Household radio receiver component parts. Hammerstein Radio & Television Corp. (Pty) Ltd. (importer, manufacturer), P.O. South Hills, Johannesburg. WTD 11/25/64.

366 Communication Equipment

FRANCE—Remote control equipment, electronic, for miniature models of aircrafts, boats, trains, including switches, servo-guides, related devices. Direct purchase and exclusive agency. Requests replies from manufacturers only. R. D. Electronique (wholesaler), 4 Rue Alexandre-Fourtanier, Toulouse, Haute-Garonne. WTD 12/2/64.

ITALY—Electronic equipment for professional and military use (control instruments, radar and telecommunication equipment), including unused surplus military equipment. Quotations cif Italy are desired; direct purchase and agency. Ing. Giancarlo Ferretti, Manager, Teleradar—Apparecchi Elettronici (importer, agent), 7 Lungotevere Mellini, Rome. WTD 6/25/64.

367 Electronic Components, Accessories

FRANCE—Photo-electronic controls for machines; direct purchase and agency. Apacel (importer, dealer), 90 Ave. des Ternes, Paris 17e. WTD 8/10/64.

GERMANY—Electronic and electrical attachments for textile, paper, plastics processing machines. Kurt Brueckner KG, Trockentechnik (manufacturer, exporter), 725 Leonberg/Wuertt., Postfach 124. WTD 9/23/64.

SWEDEN—Electronic components and accessories for military, scientific and industrial purposes, such as electronic components and control equipment for radar and radar installment, nucleonic instruments, special instruments for testing of components; direct purchase and agency. Ajgers Elektronik AB (importer, exporter, sales agent), Fack, Stockholm 32. WTD 11/24/64.

369 Electrical Machinery

SPAIN—Dry batteries for transistorized home entertainment equipment (radios, phonographs, etc.); direct purchase, exclusive agency. Miber, S.L. (importer, agent), Jorge Juan 139, Madrid 2. WTD 11/12/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Parts for internal combustion engines; parts for motor vehicles. Direct purchase and agency. Eugen Trost, Motorenteile (manufacturer, wholesaler, importer), 7 Stuttgart-Bad Cannstatt, Postfach 1140. WTD 12/7/64.

GIBRALTAR—Cars, spare parts, accessories. Car Sales & Services Ltd. (importer, exporter, wholesaler, retailer), Sun Drive Car Hire Ltd. 63, Main St. WTD 11/30/64.

PAKISTAN—Automotive replacement parts for cars, trucks, jeeps. Requests replies from manufacturers, quotations c & f Karachi. Direct purchase and agency. Naqisons (importer, manufacturers' agent), H. S. Advani St., Plaza Square, Off Bunder Rd., Karachi. WTD 11/2/64.

PHILIPPINES—Used cars; all kinds. Cebu Engineering Supply (importer, wholesaler, retailer), c/o Mr. Yap Yok, Jr., Asst. Manager, 346-348 Juan Luna St., Cebu City. WTD 11/24/64.

SPAIN—Cars, car parts, accessories, motor vehicle equipments, trucks. Direct purchase and agency; requests replies in Spanish/French. Francisco Parres Puig & Sons (importer, exporter, retailer, agent), C/. O'Donnell 41, Melilla. WTD 4/29/64.

VIET-NAM—Spare parts for automobiles. Direct purchase and agency. Ets. Nguyen Van Dai (importer, wholesaler, manufacturers' representative), 167 dai lo Ham Nghi, Saigon. WTD 12/9/64.

372 Aircraft, Parts

NEW ZEALAND—Two Catalina-type flying boats, with or without certificates of airworthiness, but in good condition. Mr. L. Hutchins, Director, Manapouri—Doubtful Sound Tourist Co. Ltd. (manufacturers' representative), Manapouri. WTD 11/16/64.

373 Ship Building, Repairing

NEW ZEALAND—Self-propelled barge or landing craft for freighting of cargo on Lake Manapouri. Barge width should be no more than 24 ft., minimum carrying capacity 30 tons. Mr. L. Hutchins, Director, Manapouri—Doubtful Sound Tourist Co. Ltd. (manufacturers' representative), Manapouri. WTD 11/16/64.

375 Motorcycles, Bicycles, Parts

VIET-NAM—Spare parts for bicycles, motorcycles. Direct purchase and agency. Ets. Nguyen Van Dai (importer, wholesaler, manufacturers' representative), 167 dai lo Ham Nghi, Saigon. WTD 12/9/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—Shock testing apparatus, control and recording apparatus, vibration equipment, sensitive acceleration apparatus; direct purchase and agency. AB Sveadiesel (importer, sales agent), Gardsvagen 10, Solna. WTD 11/25/64.

384 Surgical, Medical Dental Instruments

★★ CENTRAL AMERICA—Trade Mission

Hospital supplies, surgical instruments, hospital laboratory equipment. Exclusive distributorship. La Casa del Medico (distributor), Aptdo. 1689, Panama City, Panama. WTD 11/16/64. TM 107.

★ **CEYLON**—Supply of absorbent cotton wool B.P.C., 150,000 lb.; hospital quality cotton wool, 150,000 lb.; lint absorbent B.P.C., 100,000 lb.; lint absorbent hospital quality, 100,000 lb.; wadding cellulose B.P.C., 75,000 lb.; gauze absorbent B.P.C., 36″ wide, 1,500,000 yd.; sanitary towels with large loops for maternity work, 12,000 units. Bid deadline Feb. 2, 1965. The Chairman, Tender Board, Ministry of Health, No. 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-2939).

● **PAKISTAN**—Supply of combined cleaning and sterilizing equipment for sputum vessels with automatic emptying device and built-in steam supply assembly, hot and cold water connection and steam generator. Tender No. S-4/350/Equip./64-65, bid deadline Jan. 11. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-2939).

SOUTH AFRICA—Folding wheel chairs, medical oxygen regulators, oxygen masks, oxygen cannulae, trusses for hernias. Clinical Emergencies (Pty) Ltd. (importer, retailer), P.O. Box 11083, Johannesburg. WTD 11/9/64.

386 Photographic Equipment

FRANCE—Photocopying machines, equipment, also those for electro-statical process; direct purchase and agency. Caram (importer, wholesaler), 71 Rue du Theatre, Paris 15e. WTD 5/20/63.

391 Jewelry, Silverware, Plated Ware

FRANCE—Stainless steel or silver plated flatware; direct purchase and agency. Ets. Chaumette (importer, dealer), 8 Rue de Paradis, Paris 10e. WTD 8/22/63.

Stainless steel or silver plated flatware to be sold as gift articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Stainless steel or silver-plated flatware; to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

NETHERLANDS ANTILLES—Complete line of tie holders, platinum and karat gold. Requests replies from manufacturers only. London Fashions N.V. (importer, retailer, wholesaler, agent), 21 Kerkstraat, Willemstad, Curacao. WTD 12/4/64.

394 Toys, Amusement, Sporting Goods

GERMANY—Toys made of wood, metal, plastics; all kinds. Rudolf Cleve OHG (importer), 7345 Deggingen/Wuertt., Postfach 15. WTD 11/3/64.

IRAQ—Basketballs, volleyballs. Direct purchase and agency. Chander Stores (importer, agent, wholesaler, retailer), Al Wathba Square, P.O. Box 140, Baghdad. WTD 11/28/64.

395 Metal Seal Marking Device

● **EL SALVADOR**—Supply of 2 500 000 light metal seals, made of galvanized plate steel, locking type, proper for marking sacks of sugar. Tender No. 167-A(64), bid deadline Jan. 6. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry articles; direct purchase and agency. A.M.C.A.-Ateliers Metallurgiques de Croisy-sur-Andelle (manufacturer), 18 Rue Armand Carrel, Paris 19e. WTD 9/9/63.

Fancy jewelry articles; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

Fancy jewelry articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

399 Manufacturing Industries

● **BURMA**—Approx. 1 million yards linoleum, 3-6-9 ft. widths in rolls; 5,000 yd. plain, colored oil cloth; 20,000 yd. imitation leather cloth. Tender No. P-11/11/64-65, deadline Jan. 28. Secretary, People's Stores Corp., Household Division, Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

FRANCE—Perfume atomizers; direct purchase and agency. Beilin Freres & Cie (importer, dealer), 188 Rue Cardinet, Paris 17e. WTD 12/2/64.

NIGERIA—Importer desires c.i.f. Lagos quotations from dealers or manufacturers of household items sold in supermarkets. Special interest in household cleaning items. Marketing & Shipping Enterprises Ltd., Western House, 8-10 Broad St., Lagos. WTD 11/27/64.

599 Retail Stores

FRANCE—Pet shop supplies, accessories, articles of all types for pets of all kinds. Direct purchase and agency. Ali-Bon, (wholesaler, retailer, sales agent), 72 Ave. Thiers, Bordeaux-Bastide, Gironde. WTD 11/30/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

SPAIN—Preserved milk, cheese, butter. Exclusive agency, Peregrin Hernandez Rubio (agency), Chile 3, Madrid 16. WTD 11/24/64.

209 Food Preparations

FRANCE—Health foods; dietetic foods; diabetic, salt-free, low-calorie diets; vitamins; allergy specialties and related preparations suitable for sale in retail drug stores, specialized grocery shops, other retail establishments in France; good quality. Agency for France or section thereof. Requests replies from producers and exporters only. Laboratoires Chaperon-Tanner (wholesaler, retailer, agent), La Roulerie, Le Douhet, Charente-Maritime. WTD 12/9/64.

221 Broad Woven Fabric Mills, Cotton

BELGIUM—All kinds of printed fabrics, cotton synthetic or mixed; modern design for women's wearing apparel. Ets. I. Stolz S.P.R.L. (importer, exporter, agent), 24 Rue de l'Autonomie, Brussels. WTD 11/25/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NEW ZEALAND—Automotive upholstery fabric of nylon or other manmade fiber. T. W. Williams Ltd., 102-104 Wakefield St., Wellington. Attn: Mr. T. W. Williams, Managing Director. WTD 11/16/64.

223 Broad Woven Fabric Mills, Wool

BELGIUM—All kinds of textile fabrics for men's ready-made suits. Requests replies from manufacturers only. Ets. I. Stolz S.P.R.L. (importer, exporter, agent), 24 Rue de l'Autonomie, Brussels. WTD 11/25/64.

NEW ZEALAND—Lightweight suitings and trousering of wool. Requests replies from mills or wholesalers. Mr. D. G. Wilson, Norman G. Henley Ltd. (manufacturers' representative), P.O. Box 317, Wellington. WTD 8/20/63.

224 Narrow Fabrics, Other Smallwares Mills

NEW ZEALAND—Tie silks. Requests replies from mills or wholesalers. Mr. D. G. Wilson, Norman G. Henley Ltd. (manufacturers' representative), P.O. Box 317, Wellington. WTD 8/20/63.

228 Yarn, Thread Mills

GERMANY—Various types of yarns for textile industry such as threaded and twisted yarns, synthetic yarns, yarns for weaving and knitting machines. Dr. Kurt Bitzer (manufacturers' agent), 7 Stuttgart-Bad Cannstatt, Mergentheimer Strasse 13. WTD 12/7/64.

229 Textile Goods

GERMANY—Raschell laces; laces for underwear, outerwear. Dr. Kurt Bitzer (manufacturers' agent), 7 Stuttgart Bad Cannstatt, Mergentheimer Strasse 13. WTD 12/7/64.

281 Industrial Chemicals

VIET-NAM—Full line of chemicals for industrial use such as acetic acid, formic acid, calcium carbide, hydrosulphite soda. Doanh Tin Cuoc (manufacturers' representative), 31 Nguyen Cong Tru, P.O. Box 133, Saigon. WTD 10/7/64.

283 Drugs

★★ **CENTRAL AMERICA—Trade Mission**

Drugs and pharmaceuticals. International Bio-Farmaceutica, S.A. (importer), Box 4174, Panama City, Panama. WTD 11/12/64. TM 108.

331 Steel Mill Products

PAKISTAN—Railway ties, steel. Requests replies from manufacturers. Aeronautical Equipment Co. (manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

342 Cutlery, Hand Tools, General Hardware

SPAIN—Shelf hardware, hand tools, accessories, builders' hardware, mechanical jacks, edge tools, cutting dies, files, rasps, hand saws, do-it-yourself kits. Exclusive agency. Peregrin Hernandez Rubio (agency), Chile 3, Madrid 16. WTD 11/24/64.

353 Construction Machinery

PAKISTAN—Rail mounted mobile cranes, lifting capacity 20 to 70 tons. Requests replies from manufacturers. Aeronautical Equipment Co. (manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

354 Metalworking Machinery

ARGENTINA—High frequency tools (180 to 200 cycles); pneumatic tools; both applicable to automotive industry. Monteverde & Cia. (importer), Independencia 984, Buenos Aires. WTD 11/30/64.

355 Special Industry Machinery

GERMANY—Machines for textile industry such as weaving, spinning, finishing machines. Otto Stueber KG, Textilmaschinen (manufacturer, exporter, manufacturers' agent), 7 Stuttgart-W, Koellestrasse 60. WTD 12/7/64.

358 Service Industry Machines

SPAIN—Beach-cleaning machines. Arnold Flachs (commission agent), Avda. Generalisimo Franco 360, Barcelona 13. WTD 11/30/64.

372 Aircraft, Parts

GREECE—Helicopters. Requests replies from manufacturers willing to participate in Greek Government competitive bidding. Theophanis A. Voulgarakis (sales agent), importer), 10 Ikoniou St., Athens 222. WTD 12/7/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Apparatus and instruments for material testing, particularly for salt, dust, humidity control; altitude temperature chambers. Ernst Voetsch, Kaelte- & Klimatechnik, KG (manufacturer), 7462 Frommern/Wuertt., Postfach 5. WTD 12/7/64.

394 Toys, Amusement, Sporting Goods

GERMANY—Equipment for outdoor games and sports; swimming pools, accessories; garden grills; leisure time novelties. Dr. Georg H. Braeunig, Agenturen (importer, wholesaler, sales agent), 13 Nordstrasse, 65 Mainz. WTD 12/2/64.

396 Costume Jewelry, Novelties, Buttons, Notions

SPAIN—Costume jewelry for use as gift items for men and women. Peregrin Hernandez Rubio (agency), Chile 3, Madrid 16. WTD 11/24/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Peter Turpin, General Manager, and Eugene O'Callaghan, Regional Manager (West Australia), Ready-Mixed Concrete Industries, 114 Alfred St., Milson's Point, N.S.W., interested in visiting **ready-mixed concrete plants** and manufacturers of equipment for these; **quarries; bituminous concrete plants.** Requesting technical information on above lines. Jan. 15 via New York for four weeks. c/o Department of Commerce Field Offices: Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102; Western Pacific Bldg., 1031 S. Broadway, Los Angeles, Calif. 90015. Itinerary: Miami, Houston, Dallas, Los Angeles, San Francisco.

Mrs. Kay Hilvert, representing Kay Hilvert Pty. Ltd., 10 Addison Rd., Marrickville, N.S.W., interested in purchasing **stretch fabrics; novelty fashion dress goods for women and children.** Jan. 14 via New York for two weeks; returning mid-February for two weeks. c/o St. Regis Hotel, Fifth Ave. & 55th St., New York. Itinerary: New York, possibly Los Angeles, San Francisco.

Paul Segner, Technical Manager, Tennyson Textile Mills Pty. Ltd., 16-20 Young St., Sydney, interested in calling on manufacturers or suppliers of **new or second-hand textile finishing machinery.** Jan. 19 via New York for undetermined period. c/o The Statler Hilton, Delaware Ave. & Niagara Square, New York. Itinerary: New York.

NORWAY—Leif Caesar Heyerdahl Strom, Managing Director, Leif H. Strom, Dronningensgt. 16, Oslo, **interested in representing manufacturers of boating equipment; leather and accessories for shoe manufacturing trade.** Jan. 14 via New York for three weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

PAKISTAN—Hides, skins and pelts: cattle and whole keps raw hides. Jullunder Motor Agency (Pak) Ltd. (importer, distributor), Jashi Bldg., MacLagan Rd., Nila Gumbad, Lahore. WTD 11/27/64.

209 Food Preparations

MOROCCO—Ready-made couscous made from hard durum wheat semolina, in bulk, or in tins of 2 lb. 3¼ oz. and cardboard boxes of 1 lb. ⅔ oz. Societe Nouvelle des Produits Alimentaires "FAMO" (manufacturer), Blvd. El Hassan El Alaoui, P.O. Box 2212, Casablanca. WTD 11/24/64.

230 Apparel

FRANCE—Skin outerwear and ready-made leather garments for men and women; good quality. Direct sales or through U.S. agents. Huracan France (wholesaler, manufacturer), 14 Blvd. Thiers, Saint-Jean-de-Luz, Basses-Pyrenees. WTD 12/8/64.

281 Industrial Chemicals

NEPAL—Tannic acid, up to 216 m.t. per annum. Samples will be sent interested U.S. firms upon request. H. P. Giri, Director, Nepal Wood & Allied Industries (Pvt) Ltd., 399 Putli Sadak, Kathmandu.

286 Gum, Wood Chemicals

NEPAL—Catechu, up to 108 m.t. per annum. Samples will be sent interested U.S. firms upon request. H. P. Giri, Director, Nepal Wood & Allied Industries (Pvt) Ltd., 399 Putli Sadak, Kathmandu.

307 Plastic Products

SWEDEN—Plastic plugs and clips, all kinds and dimensions for use in building industry. AB Thorsman & Co. (importer, exporter, manufacturer), Nykoping. WTD 12/3/64.

343 Heating Apparatus

SWEDEN—Heating apparatus for central heating of summer cottages and smaller houses; trade marked "Impuls". AB Ror & Varme, Vegagatan 7, Sundbyberg. WTD 11/23/64.

356 General Industrial Machinery

GERMANY—Ball bearings and retainers; direct and/or agency. For catalog (limited supply available) write: BIC-8120, Rm. 6311, Department of Commerce, Washington, D.C. 20230. Markes & Co., KG, (manufacturer) 5880 Luedenscheid. WTD 10/27/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

362 Electric Industrial Apparatus

SWEDEN—Electric heating equipment made of high temperature resistance materials, high temperature tubing for electrical heating applications, tubing and elements for high temperature furnaces, protective tubes for thermocouples, thermocouple wires. AB Kanthal (importer, exporter, manufacturer), Hallstahammar. WTD 12/2/64.

372 Aircraft, Parts

SWEDEN—Conductor joints of all kinds, for aircraft usage. AB Sveadiesel (importer, sales agent), Gardsvagen 10, Solna. WTD 11/25/64.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data

collected in making the compilations. All are dated Nov. unless marked otherwise.

Coal, Coke and Fuel Importers and Dealers—Bolivia.

Hide and Skin Importers, Dealers and Exporters—Philippines.

Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Venezuela.

Machine Tools, Dies, other Metalworking Machinery and Industrial Furnance Importers and Dealers—Denmark, Oct.

Machine Tools, Dies, other Metalworking Machinery and Industrial Furnace Importers and Dealers—The Netherlands.

Machine Tools, Dies, other Metalworking Machinery and Industrial Furnace Importers and Dealers—Portugal.

Machine Tools, Dies, other Metalworking Machinery and Industrial Furnace Importers and Dealers—Switzerland.

Machinery Importers and Dealers—Panama, Oct.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Haiti.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Trinidad and Tobago, Oct.

Machinery and Equipment, Except Electrical Importers and Distributors—Guatemala, Oct.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Brazil.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Honduras.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Iraq.

Metallurgical and Metal Working Plants—Haiti.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Lebanon.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Syria.

Textile Industry—Australia.

Construction Projects

Reports from overseas on late building and construction

AFGHANISTAN—The International Development Association (IDA), an affiliate of the World Bank, extended a credit equivalent to $3.5 million to the Kingdom of Afghanistan to help finance **construction and equipment of seven secondary-level vocational schools,** first operation in Afghanistan by one of the World Bank group. New schools will increase facilities for training teachers, agricultural and industrial technicians; to provide qualified manpower essential to country's economic and social development.

Seven schools to be built are: academy for training teacher educators and technical teacher-training school in Kabul, the capital; agricultural, electro-mechanical and teacher-training school in Kunduz in northern Afghanistan; agricultural and electro-mechanical school in Herat in western Afghanistan.

Equipment to be financed with IDA assistance includes furniture for school buildings and boarding facilities, teaching aids, laboratory equipment, generators, transport vehicles, tractors, farm implements, livestock for two agricultural schools. Provision is made for services of an architectural firm to design and supervise construction of schools, of specialists in architecture and in educational equipment to advise Ministry of Education during construction, for six foreign teachers to assist agricultural schools for first three years of operation, and for training 12 Afghan teachers of agriculture overseas. Unesco, UNICEF and the Federal Republic of Germany are providing staff and equipment for some schools.

Cost portion of project to be shared by IDA and the Government is estimated at equivalent at $4.67 million. Contracts for major equipment and construction financed by the IDA credit of $3.5 million will be awarded on basis of international competitive bidding. Additional contributions to be made by Unesco, UNICEF and the Federal Republic of Germany will amount to about $2.5 million.

BELGIUM—(100 francs=$2). Parliament is considering a proposed treaty with Netherlands for construction of **canal linking** the Scheldt and Rhine Rivers. **Write:** U.S. Embassy, 27, Blvd. du Regent, Brussels.

CANADA—(C$10=$9.25). Construction will reportedly get underway within next month on first **three buildings** in the Government of Ontario's C$50 million Queen's Park project, a six-year plan to house 9,000 government employees in 900,000 square feet of new office space near the legislative buildings in mid-town Toronto.

Perini Ltd. is low bidder at C$28,337,000 and probable contractor for first phase of construction, to provide 563,000 square feet of usable space. Contract covers two-story block to form rectangular core of new area and two levels of underground parking for about 400 automobiles; 14-story block and an 11-story block.

Second phase, to be called for bid in 1968, will include nine-story block and 24-story block to complete complex.

Interested U.S. manufacturers and suppliers wishing to offer materials and items normally used in such construction projects should write: Perini Ltd., 49 Jackes Ave., Toronto, Ontario, Canada.

CEYLON—(100 rupees=$21). Ceylon Petroleum Corp. (CPC) seeking firm to perform **seismic survey** in northern portion of Ceylon. Job, to take about six months to complete, is expected to begin within next few months and to cost Rs 5-600,000. Interested U.S. firms should write: Mr. K. Alvapillai, Chairman, Ceylon Petroleum Corp., 113, Galle Rd., Colombo 3, Ceylon.

GREAT BRITAIN—(£1=$2.80). U.K. Gas Council has agreed with Nederlandse Aardolie Maatschappi (Gas Export) to initiate **joint study of technical and economic aspects of natural gas pipeline** from Netherlands to U.K. across North Sea. No commitment has been made by either party to supply or to take gas at any future date.

Study will involve: technical feasibility of such a project; length of time likely to be taken to build a pipeline and economic potential of moving natural gas in its gaseous state to Britain. Though a pipeline was reportedly regarded as most promising way to bring Dutch gas to Bditain, possibility of bringing liquefied gas by sea is not excluded.

Shortest distance for a pipeline from The Netherlands would be about 120 miles with terminal in Scotland or East Anglia. The FINANCIAL TIMES estimates cost of double 24" line over this distance between £23 and £27 million ($64.4-75.6 million).

INDIA—(1 rupee=21¢). Subject to Government of India approval, trustees of Bombay Port awarded construction contract to British firm of Kier Ltd. for implementing additional port facilities:

1. Extension of Alexandra Dock involving construction of 827 meters of quay wall and reclamation of 6.5 hectares of land within a bund;
2. Construction of piled, reinforced concrete jetty, 175 meters by 40 meters, with an approach 150 meters by 18 meters, for ferry traffic;
3. Extension of Ballard Pier 230 meters by 100 meters to provide a deep water quay in block work placed under water;
4. Construction of new passenger terminal-cum-transit shed, 200 meters by 42 meters and car park on piled foundation; and
5. Associated dredging in hard and soft material and other ancillary works.

Details of expansion work have been completed by British firm Bertlin & Wilton & Bell, London, engineering consultants to Bombay Port Trust. Additional facilities expected to be completed in three years, if preliminary work starts early next year. In the construction work Kier Ltd. will be assisted by Swedish firm, Svenska Enterprenad (SENTAB), and Indian firm, Engineering Construction Corp. Ltd., Bombay. Total outlay involved for expansion work is $22.5 million, of which $6.7 million will be on foreign exchange component and will be met from an IDA credit of $18 million.

IRAQ—(1 dinar=$2.80). Ministry of Culture and Guidance signed special contract recently with Austrian firm for consultant work on building of **Baghdad concrete tower,** in Karradat Mariam. Estimated to cost ID. 1,750,-000 tower will be world's tallest (360 meters heights), will have 9 storeys and its diameter will be longest among world's known towers. Top storey will be designed as revolving restaurant to accommodate 250 persons. Store below will be used as kitchen as well as to house some other public utilities. Third storey from the top will be used as revolving café roomy enough for 250 persons. Fourth and fifth storeys from the top will be reserved for tourists to view panaroma of city. Remaining storeys are to be used for radio and TV transmission technical facilities. One of these storeys will be aside for conducting scientific research work. TV antennas will be erected at top of tower.

NORWAY—(100 kroner=$14). Plan worked out for Nordland County for 1965 to 1985 by special committee appointed by Nordland County Council calls for **expansion of road transportation** and **improvements in road network** with annual expenditures of about 50 million kroner. Basic recommendation of committee's report was that coastal shipping, now backbone of Nordland communications systems, be gradually replaced by land transportation with emphasis on construction of new roads. Nordland proposal was developed in response to Ministry of Communications' request to Northern Counties to develop plans for expansion of communications and submit plans for consideration and guidance of Ministry. Whether County Council will vote to submit this plan to Ministry will be determined soon. **Write:** U.S. Embassy, 18 Drammensvein Street, Oslo.

PANAMA—(1 balboa=$1). Contract for **establishment of $4 million textile industry** was signed by newly-formed Panamanian company, Textiles Nacionales, S.A., and French Compagnie Generale d'Entreprises Electriques. Latter is company which financed construction of abattoir in David, at approximate cost of $1 million. Representatives of the local Panamanian company plan to promote development of **cotton plantations** in Panama to supply necessary raw materials for factory. Plant expected location will be in Colon Free Zone.

PHILIPPINES—(100 pesos = $27.03). National Power Corp. will undertake **four major projects** at estimated cost of 32,990,000 pesos according to NPC's general manager, Jose O. Lahoz.

In fiscal year-end report to Office of Economic Coordination, Lahoz listed these construction projects:

Maria Cristina No. 4 hydroelectric project, including Maria Cristina Lake control. Project will be financed partly from general fund (5 100 000 pesos) and from World Bank loan (4,440,000 pesos).

Bataan thermal plant with an initial expense of 14,230,000 pesos.

Ilocos electrification project with an expenditure of 7,020,000 pesos.

Southern Luzon stage 1 project with an appropriation of 2,200,000 pesos.

Lahoz said that under NPC expansion plan, corporation expects to have installed capacity of 765 350 KWH and generate 3,500 000 KWH by 1968. These represent growth of 2.85 times in capacity and 2.75 times in generation during five years span. By fiscal year 1972, these growths are expected to be 4.5 times in capacity and 4.0 times in energy generation over those of fiscal year 1963, the NPC chief added. **Write:** National Power Corp., Manila.

THAILAND—(100 baht = $4.80). Thai Government has awarded operating contract for **Bangchak Petroleum Refinery** to Summit Industrial Corp. of Panama. Contract to go into effect shortly after formal Government acceptance of refinery from the builders following test run now being made. Summit already has ten technicians at refinery for observation of test run and for otherwise assuring itself that plant will be in acceptable condition when taken over for operation.

The World Bank has made a $22 million loan to Thailand to assist financing of **irrigation project** in the Me Klong River Basin, southwestern part of great Central Plain of Thailand. The Royal Irrigation Department plans to develop irrigation facilities on 964,000 acres, to be carried out in stages over period of ten or more years. About 90% of area is used for rice plantings. Losses in crop production from floods and drought are not uncommon.

Project, first stage of Me Klong River Basin development, will take five years to complete and will provide regulated irrigation, surface drainage and partial flood control of 432,000 acres, land classification for entire development and investigations and feasibility studies for balance of development. Thailand will intensify extension services and establish demonstration farms in area to instruct farmers in irrigation farming and use of fertilizers. Rice production will continue to be principal crop during rainy season and about 19,800 acres will be suitable for growing other crops during dry season.

Works to be undertaken include construction of diversion dam at Tha Maung, canal intake structures and irrigation canals, flood protection dikes, navigation lock and earth closure dam, improvement of natural drainage channels and about 25 miles of feeder roads. Project will be carried out by Royal Irrigation Dept. which will retain consultants or qualified experts to review preliminary designs, to help prepare final designs and to supervise construction of major works. Consultants or experts will also assist in land classification and investigation and preparation of studies for further development of Me Klong River Basin.

Total cost of project estimated at equivalent of $57.9 million. Bank loan of $22 million will cover foreign exchange requirements and will be used for purchase of imported equipment, spare parts and supplies and for consultants' services. The Government will provide balance of funds needed to complete project and to operate and maintain it.

Contract of DM 31.829 720 (about US$7,957,430) was awarded to Philip Holzman AG, Frankfurt & Siemens Bauunion GMBH, Munich, for construction of **Nam Pong Dam** in Thailand. These firms are represented in Bangkok by Mr. J. J. Keylard, No. 5, Soi Kasem, Sukhumvit Rd., Bangkok. Available information indicates that preliminary construction has been started on dam and that it is expected to be finished in Aug. 1965. U.S. companies may communicate directly with the German firms or with Mr. Keylard for possible sub-contracting and material supply opportunities.

TURKEY—(100 lire = $11.11). U.S. firm, International Engineering of San Francisco, is currently under contract with Devlet Su Isleri (DSI) to prepare feasibility studies of proposed **river basin projects.** Individual feasibility studies are to be prepared for development of lower Ceyhan; middle Ceyhan; Berke, Kiziltas, Afsin, Amik and Berdan projects; Kozan Dam and irrigation systems; Berdan Dam, power plant and irrigation system; and Savrun Dam and irrigation system. Project offers great potential to region for energy and irrigation purposes. Plain to be irrigated totals 5 million acres (2,000,000 hectares), 25% larger than Adana plain now under development with World Bank assistance. Ceyhan River flows through center of plain, passing near three main towns of Kadirli, Kozan and Ceyhan. DSI plans call for irrigation of entire plain within ten years.

Drainage of low areas has been underway for seven years and is due for completion in 1966 when the first irrigation waters are expected to become available. Area being drained (39,250 acres) has been subject to flooding on average of every three years. Total cost of drainage project estimated at TL18,700,000, with anticipated annual increase in agricultural income of TL400 per acre. DSI believes that cost of drainage project will be regained in national income within four years from date of completion. **Write:** Devlet Su Isleri.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

***Quarterly Economic Reviews.* The Economist Intelligence Unit, New York, 1964. Pagination varies. Single copy, $9 each.**

For countries listed, gives current economic position and trends; information on trade and financial agreements; changes in regulations governing foreign trade; government economic plans and policies; major investment projects; industrial and political developments. (*) indicates Annual Supplement also available.

* Algeria, Morocco, Tunisia
* Belgium-Luxembourg
Ceylon
* Chile
China, Hong Kong, North Korea
Colombia
* Cuba, Dominican Republic, Haiti, Puerto Rico
Former French Tropical Africa, Liberia
Greece
* The Rhodesias and Malawi

Write: Economist Intelligence Unit, Ltd., 60 East 42nd St., New York, N.Y. 10017.

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Calendar *for international traders*

January

4—Schedule B and Comprehensive Export Schedule revision discussions, 1:30 P.M., Federal Reserve Bank Bldg., **Philadelphia.**

4—Annual International Home Furnishings Market, luncheon, 12 noon, American Furniture Mart, **Chicago.** Speaker: Aaron M. Rosenthal, BDSA.

5—Round Table Conference, 1:30 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

5—Export Control and Schedule B Workshop, 936 Federal Bldg., **Memphis, Tenn.** Sponsor: Department of Commerce.

6—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

6—Discussion of new Schedule B and Comprehensive Export Schedule, 10 A.M.-12:30 P.M., Greater Tampa Chamber of Commerce Auditorium, **Tampa, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of the Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Tampa.

7—Hartford Workshop on Trade Fairs and Trade Centers, Strafford Motor Inn, **Strafford, Conn.** Sponsor: Manufacturers Assn. of Connecticut; Field Office, Department of Commerce. Speaker: James E. Murrin, Bureau of International Commerce.

7—"First-Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

7—Discussion of new Schedule B and Comprehensive Export Schedule, 9 A.M.-12 noon, Rm. 538A, Federal Bldg. **Jacksonville, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of the Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Jacksonville.

8—Export Controls Seminar, Field Office, **Atlanta.** Speaker: Wilson E. Sweeney, Office of Export Control. Sponsors: Field Office, Department of Commerce; REEC.

8—Delaware Valley International Trade Assn. luncheon meeting, Stacy-Trent Hotel, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

8—In-Office Workshop on Export Expansion, Field Office, **Cincinnati.**

8—Scrap Iron and Steel Institute, annual convention, Fontainebleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11-15—1965 International Automotive Engineering Congress and Exposition, Cobo Hall, **Detroit.** Sponsor: Society of Automotive Engineers.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

12—In-Office Workshop for new exporters, Federal bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Purchasing Agents Assn., Washington Chapter luncheon, Presidential Arms, **Washington.** Speaker: Norman Lawrence, Bureau of Census.

12—Civitan Club luncheon, Mayflower Hotel, **Washington.** Speaker: James E. Murrin, Bureau of International Commerce.

12—In-Office workshop on export expansion, Field Office, **Jacksonville, Fla.**

12—In-Office Export Conference Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Documentation Conference, Biltmore Hotel, **Dayton, Ohio.** Speaker: F. L. Brooks, Bureau of International Commerce.

13—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

13—Export Documentation Conference, Federal Office Bldg., **Cincinnati.** Speaker: F. L. Brooks, Bureau of International Commerce.

13—Shirt Sleeve Conference, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; REEC; Field Office, Department of Commerce.

14—Midwest Regional Shippers Advisory Board, Pick-Congress Hotel, **Chicago.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

14—Workshop: "How To Get Your First Export Order," Hotel Fremont, **Fremont, Ohio.** Sponsors: Manufacturers' Council of Sandusky Co.; Field Office, Department of Commerce; REEC.

14—American Marketing Assn. Industrial luncheon, Warwick Hotel, **Philadelphia.** Speaker: Beatrice N. Vaccara, Office of Business Economics.

14—Export Documentation Conference, Chamber of Commerce Bldg., **Louisville, Ky.** Speaker: F. L. Brooks, Bureau of International Commerce.

14—Dedication Ceremony, Browne and Sharpe Manufacturing Co., **North Kingston, R.I.** Speaker: James F. Collins, BDSA.

14—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
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